

# Mining Companies



**Bukkehave™**



The Bukkehave team is your partner for fleet solutions in emerging markets

## Serving Mining Companies in the Developing World

We believe the mining industry in developing countries has enormous potential and is poised for explosive growth in the developing world, with focus in Africa. In 2008, we decided to leverage our 85 years of experience of serving international organizations in the developing world and specifically incorporate the mining industry into our business model. Today, we view the mining industry as a key growth segment for our business. Our years of experience providing trucks, vehicles, equipment, and maintenance services to international organizations in the developing world have honed our expertise. We are uniquely positioned to provide significant value to the mining industry's fleet needs in developing countries.

## What does Bukkehave offer to mining companies in the developing world?

Bukkehave offers purpose-built solutions to the fleet needs of mining companies who have projects in remote areas of the world. The majority of our mining customer's projects are located in remote areas of Africa far from major cities and infrastructure. It is these type of projects where we excel. We make it easy for mining customers to focus on mining while we use our expertise to focus on providing tailored fleet services. Fleet solutions are dependent on the unique attributes of each project and are developed based on these specific needs. Typically, solutions incorporate factors such as: truck, vehicle and equipment supply; maintenance and service; fleet and supply chain operations; supply chain management; logistics; reduction in fleet costs; fleet analysis and training. And we do this on-site at the project level while working with mining customers at the headquarters.

## Who do we serve?

Mining Companies

## What do we offer?

Fleet Solutions

## Where do we operate?

Emerging markets

## When is the best time?

NOW...

## Why do we do this?

We have the knowledge, desire, experience, capability and resources



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## What are some of the challenges mining customers face in Africa?

We have learned that mining companies are experts in mining no matter the location, however we have learned some of their greatest challenges is budgeting and operating the logistical and supply chain management operations. While a major advantage to mining in developing countries is the low cost of labor, one must also consider the operational costs to support the supply chain and utilization rates can be significantly more than in the developed world. Thus, fleet management takes on more importance when working to keep costs down. For example, when operating a mine in Africa, fleet operations, the supply chain, and utilization rates can have the largest impact on operational costs, as much as 45% in many cases. Additionally, this can be the most difficult and challenging aspect of operating a mine in a developing country for a mining company. This is where Bukkehave provides the greatest value. We take on this challenge for mining companies. We know how to minimize these costs and provide the highest value fleet solution to mining companies for their projects in the developing world.

## Who does Bukkehave serve in the mining industry?

We work with companies who have international mining projects in the developing world who typically have headquarters based in the developed world. They choose to look for projects outside of their own countries and into emerging markets. For example, most of our customers take on mining projects financed and sought after by various government entities and global financial institutions. We work with mining project being large or small to develop, implement and improve their specific fleet needs.

## In what phase of a mining project does Bukkehave offer the best service?

While 'now' is always the right time to get started, we provide the best service to mining companies when in the Pre-Feasibility Phase, Feasibility Phase, Construction Phase, or Operational Phase of a project. We are with our customers for the long-term, so we are happy to start discussing project needs early in the process and work to develop fleet solutions in the Pre-Feasibility and Feasibility Phases. For projects that have the financing in place or have already begun, we are ready to get started right away whether in the Construction or Operational Phase.



**U.S. Headquarters**



**Road Survey**



**Remote Workshop**



**Bukkehave™**

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