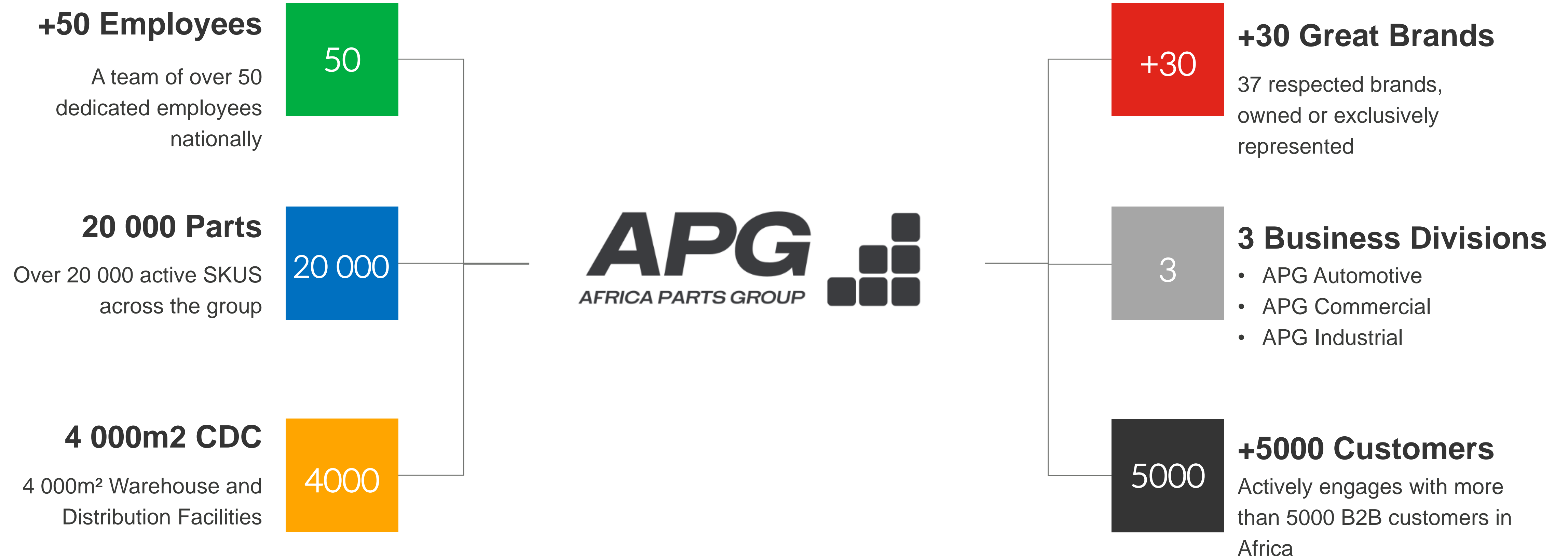


The business today at a glance



Where have we come from ?

1948-1980

Control Instruments

A company Associated with Tachographs and instrumentation

2000-2010

Acquisition Era

The company makes multiple acquisitions and develops and OE manufacturing and Automotive aftermarket business

2016-2019

The Torre Era

Torre Industries acquires group and becomes a diversified parts business in the Automotive, Commercial , Off Highway and Industrial space

1980-2000

Fleet Management Era

The company diversifies into Electronic, Time and Access control and Fleet management.

2010-2015

Becomes an Aftermarket parts player

The company acquires Gabriel and makes further acquisitions to become a large parts player.

2020-2024

APG Era

Management delist the business and take the business private creating a new parts group.

The key drivers taking us to these goals

5 Key Strategic Drivers underpin the business growth objectives

Brands

Global brands, long standing distribution agreements, and an array of company owned brands, plus shareholders on an International buying group.



Our brands

An array of products , global brands and long-standing exclusive distribution agreements are the foundation of our business

Distribution

Multiple channels of distribution brings value to global brands with a unique vertical and horizontal focus.

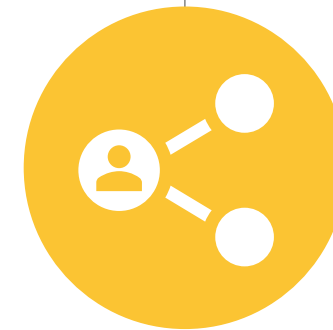


Distribution Models

Our distribution model where channel and products interface makes us a differentiated in cluttered market, making us attractive partners for global brands looking for distribution in Africa

Shared Services

A shared services platform to allow business units to operate with lowest cost to serve.



Shared services platform

A shared services platform with a high degree of variable cost structure provides a unique advantage to drive shared costs down and remain agile.

Technology

Multiple B2B platforms delivering real time value, always on, big data, to customers

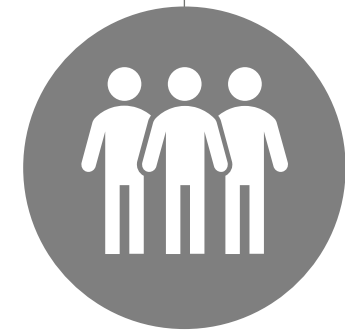


Our Technology

Technology is a key driver for the group into the future and differentiates us as we position APG as a parts business underpinned with technology.

Team

A dynamic and very experienced and invested team driving the strategy.



Our Team

A dynamic team with a balanced skill set across the 5 strategic drivers ensures execution of strategy into the future.

Market Segments

The Group operates across 4 market Segments

Automotive



Parts and Components for the Automotive Aftermarket, OES and Specialized Channels. Supplying through Wholesale network, network of resellers and dedicated fitment supply division.

Commercial



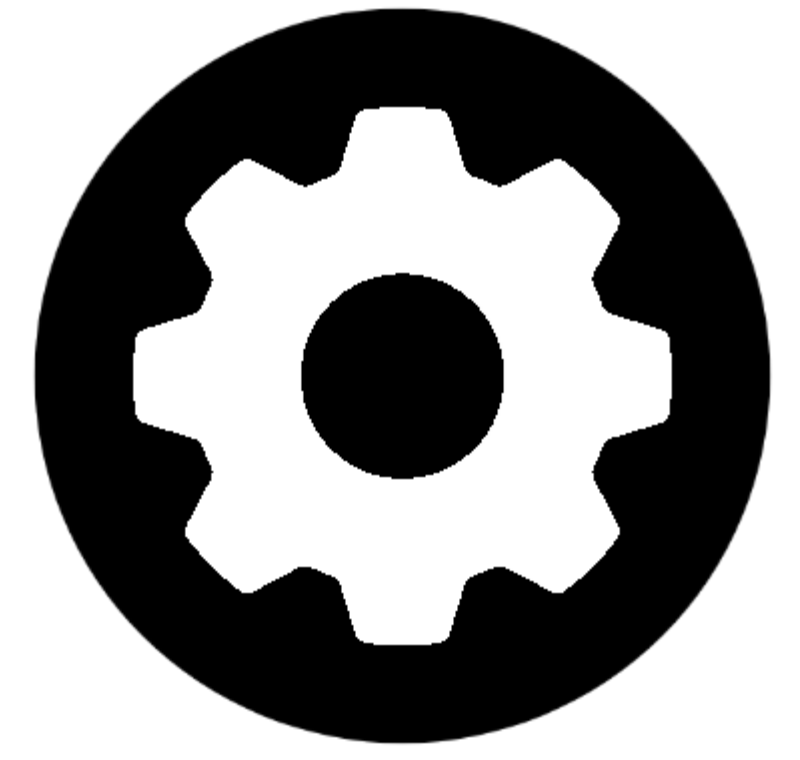
Parts for the Truck and Trailer market supplying Large Resellers, OE/OES, Corporate Fleets, Brake Bonding workshops, independent resellers and Independent Fleet Operators

Off Highway



Parts and Components for Off Highway Equipment, Tractors, Graders, Military , Material Handling and Marine Equipment

Industrial



Parts and Components for Industrial markets comprising Pneumatics and Automation products , Petrochem and Lubrication systems.

Our Brands

+30 Brands represented across 3 Divisions

APG
AUTOMOTIVE

ECHLIN

Continental

VDO

Permatex

BOSCH

Gabriel

ACSA-MAG

GMB

AUTOCOM

AUTOSAVE

APG
COMMERCIAL

MAG

TRAXX SA

DUROLINE

KIT MASTERS

BorgWarner

Williams Controls

Truck Lite

Penny + Giles

SE-M

veratron

SEM RUBBER - METAL CO.

MARINE

APG
INDUSTRIAL

ProFlow

GO FLO

PIUSI

RAASM

MECLUBE

silea

ALPTEC

ACL

LIQUIP

MannTek

PNEUMAX

PneumatiX

ISAIAH

McCabe

KALYMNOS

Our Products



Our Product Ranges

Operating across the Automotive, Commercial, Off Highway and Industrial Markets



Automotive

- Switches and Sensors
- Actuators
- Bearings
- Cooling Components
- Fuel Systems
- Ignition Components
- Engine Components
- Transmission and Drivetrain Parts
- Instrumentation
- Auto Electrical Components
- Brake Pads and Discs
- Service Parts
- 4x4 Shocks
- Auto Electrical



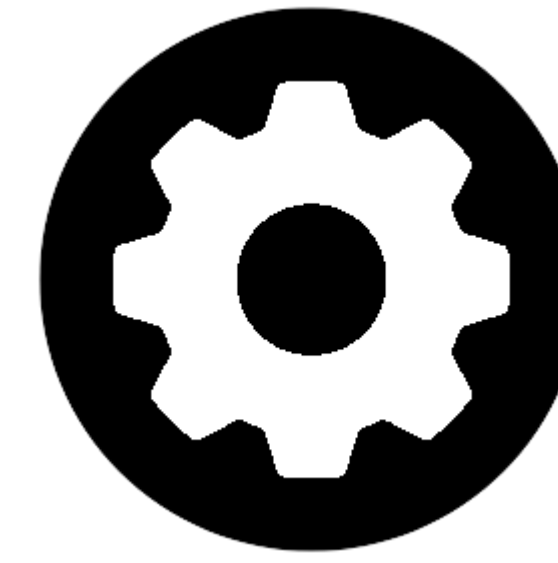
Commercial

- Friction – CVL CVP & Drums
- Airbrake and Hydraulics
- Fan & Viscous
- Suspension
- Transmission and Drivetrain
- Tachographs
- Bearings
- Instruments
- Chevrons
- Lighting
- Ride Control parts
- Engine Components



Off Highway

- Airbrake & Hydraulics
- Auto Electrical
- Engine Components
- Filters
- Batteries
- Instruments
- Camera Systems
- Multimedia



Industrial

- Pneumatic and Automation Parts
- Lubrication
- Hand Tools
- Air & Hydraulic Components
- Filters
- Fluid Management and Metering Systems
- Tanker and Terminal Equipment

Our Brands

Operating across the Automotive, Commercial, Off Highway and Industrial Markets

Group Owned Brands
30%



Exclusive Brands
52%



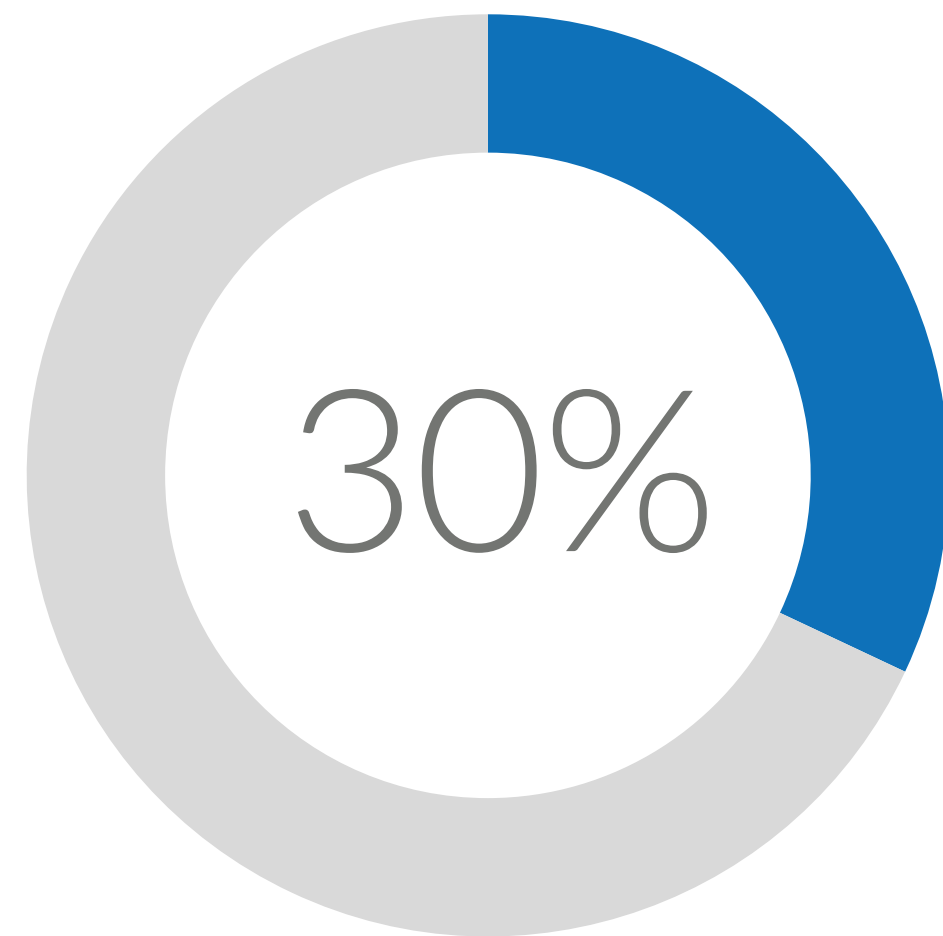
Distributed Brands
18%



Whilst the business represents multiple brands , decisions are made by category to ensure product categories are optimal.
Regular category audits are done to ensure categories are efficient and relevant.

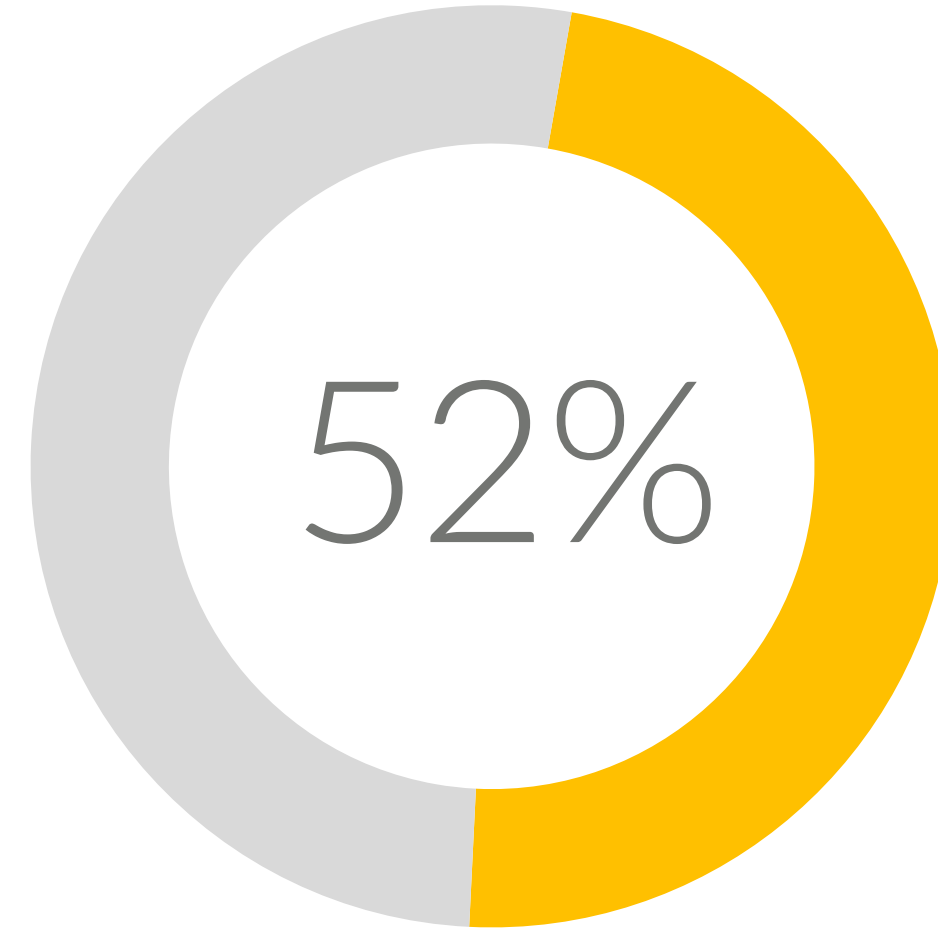
Our Current Brand Split

Percentage Revenue contribution to our business



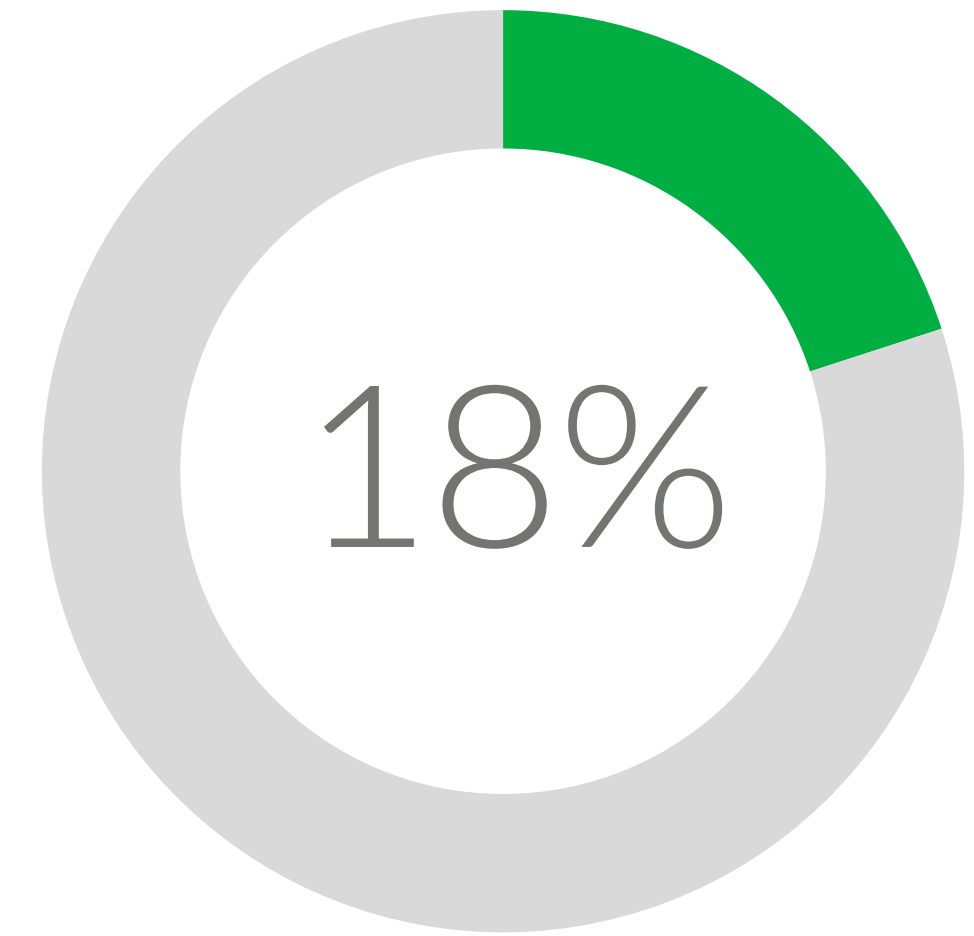
Company Owned

APG owns the brand, the trademark and the intellectual property of the brand.



Exclusive

Brand is exclusively represented by the company in the territory



Distributed

The brand is distributed on a shared , semi-exclusive or non- exclusive basis.

The company is a brand house of internationally recognized Automotive, Commercial and Industrial Brands across the South African and African market.

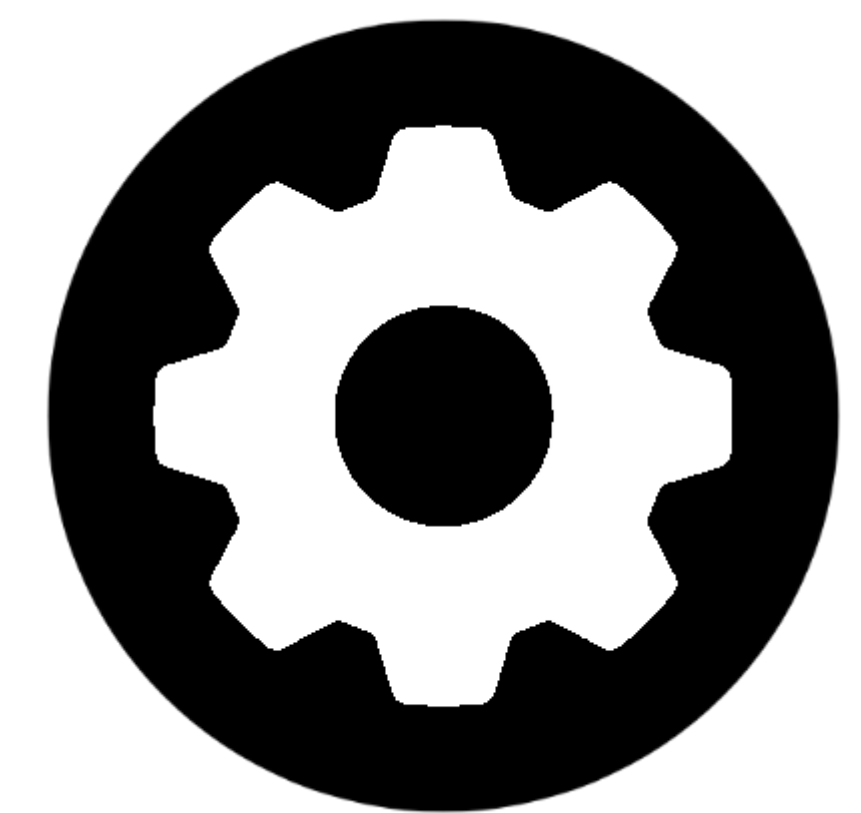


International Buying Group

APG is a shareholder in Temot International Buying Group

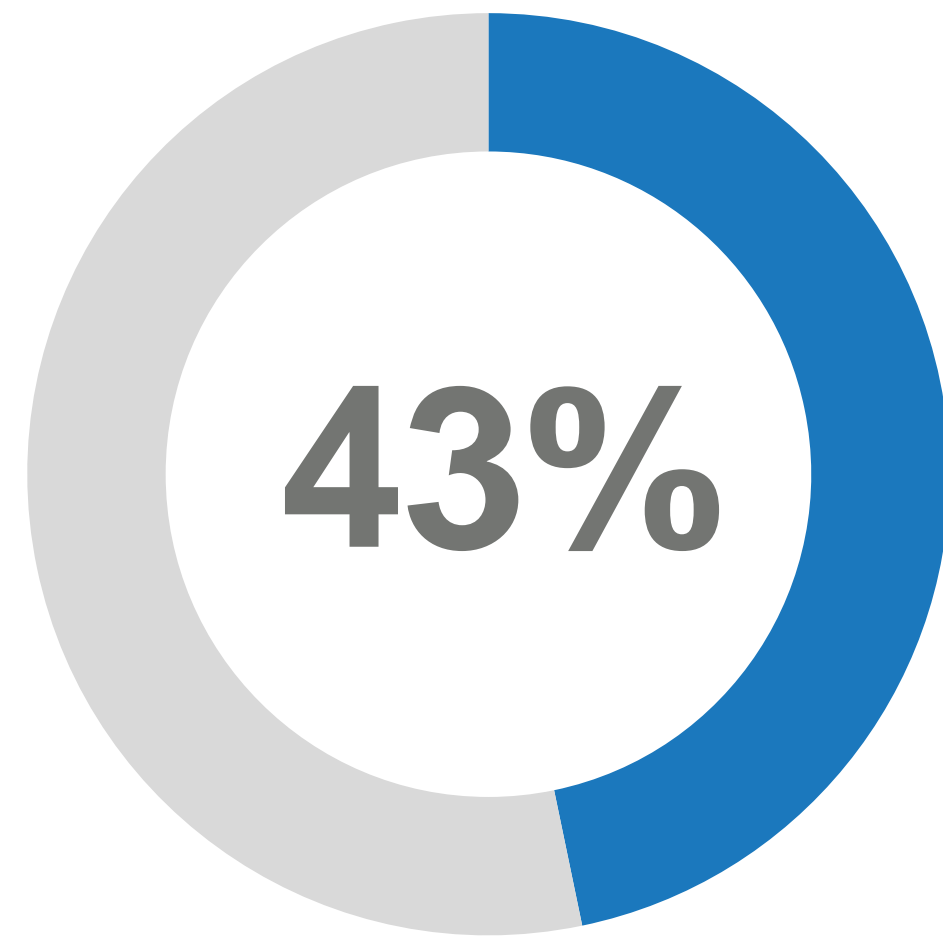
 lebi SWAG		 Invented for life							 van&truck body parts industries	
			 Das Original					 Das Werkzeug		
					 NGK SPARK PLUG CO., LTD. EMEA // EUROPE-MIDDLE EAST-AFRICA	 DELIVERING THE DIFFERENCE			 INDUSTRIE SALERI ITALO	
										
				 DIAGNOSTICS & TELEMATICS						
	 spare parts for trucks and trailers		 Innovative Abgastechnologie					 TAIL LIFT PARTS		
		 Our Precision, Your Advantage								

Our Distribution



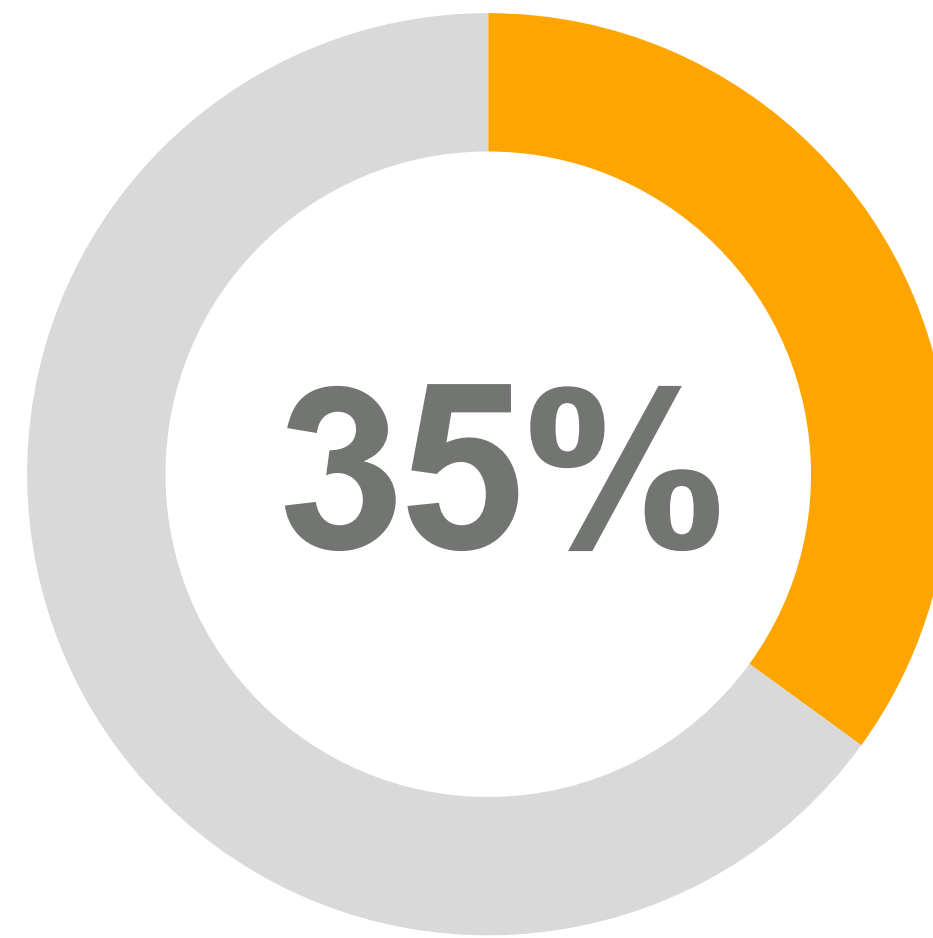
Our Current Divisional Split

Percentage Revenue contribution to our business



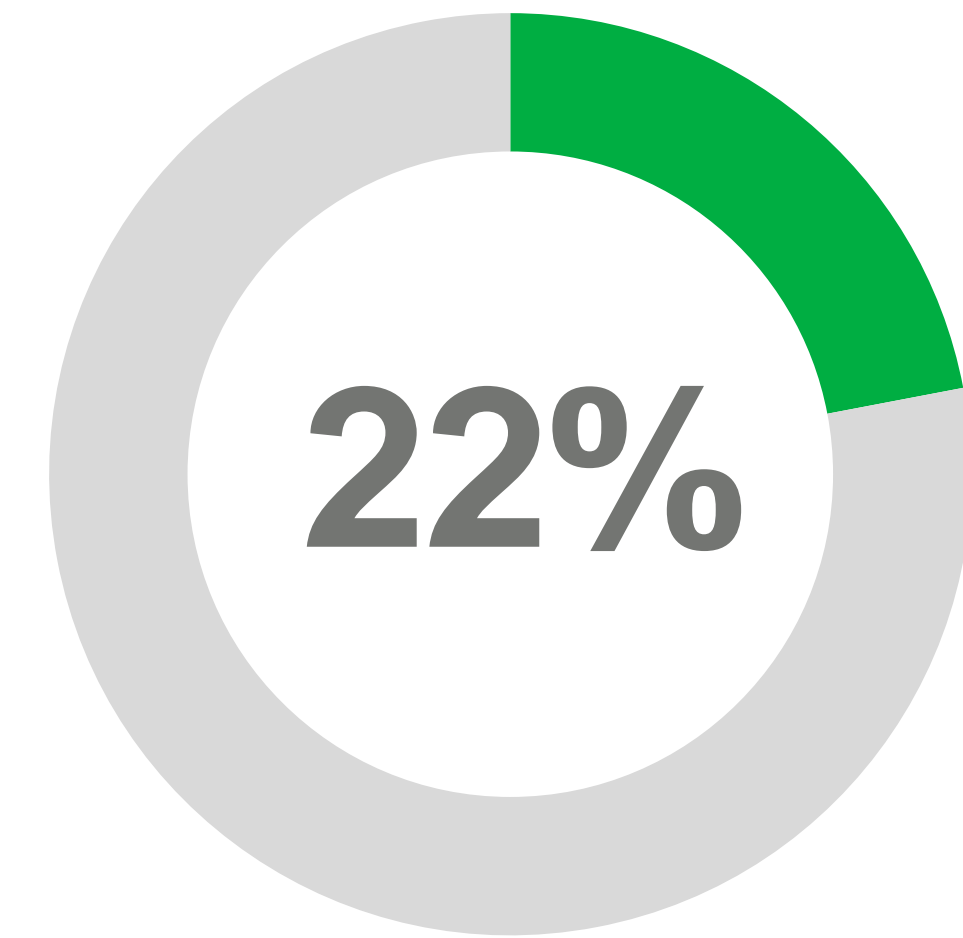
Automotive

The historical strength of the business. Global brands and constant innovation continue to help grow this division. Product expansion and category market share remains the focus



Commercial

Merger of Torre Truck Parts and Transportation Components on 30 June 2020, provided some scale.



Industrial

Very large market segment. APG has only begun in this market segment. Focussed on Fluid Technology and Pneumatics, but expansion opportunities in Hydraulics and Motors and Drives

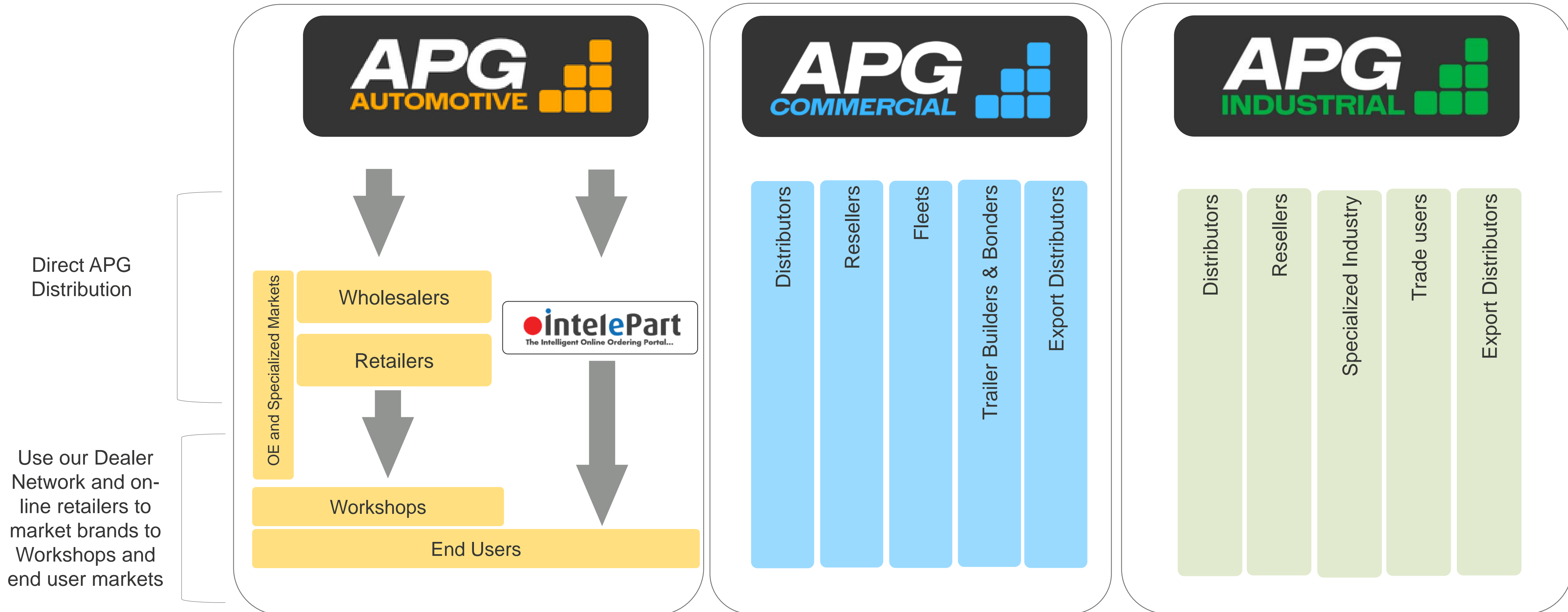
Our Distribution

A group with multiple business units but one single shared service layer

APG Automotive

APG Commercial

APG Industrial





Shared Services

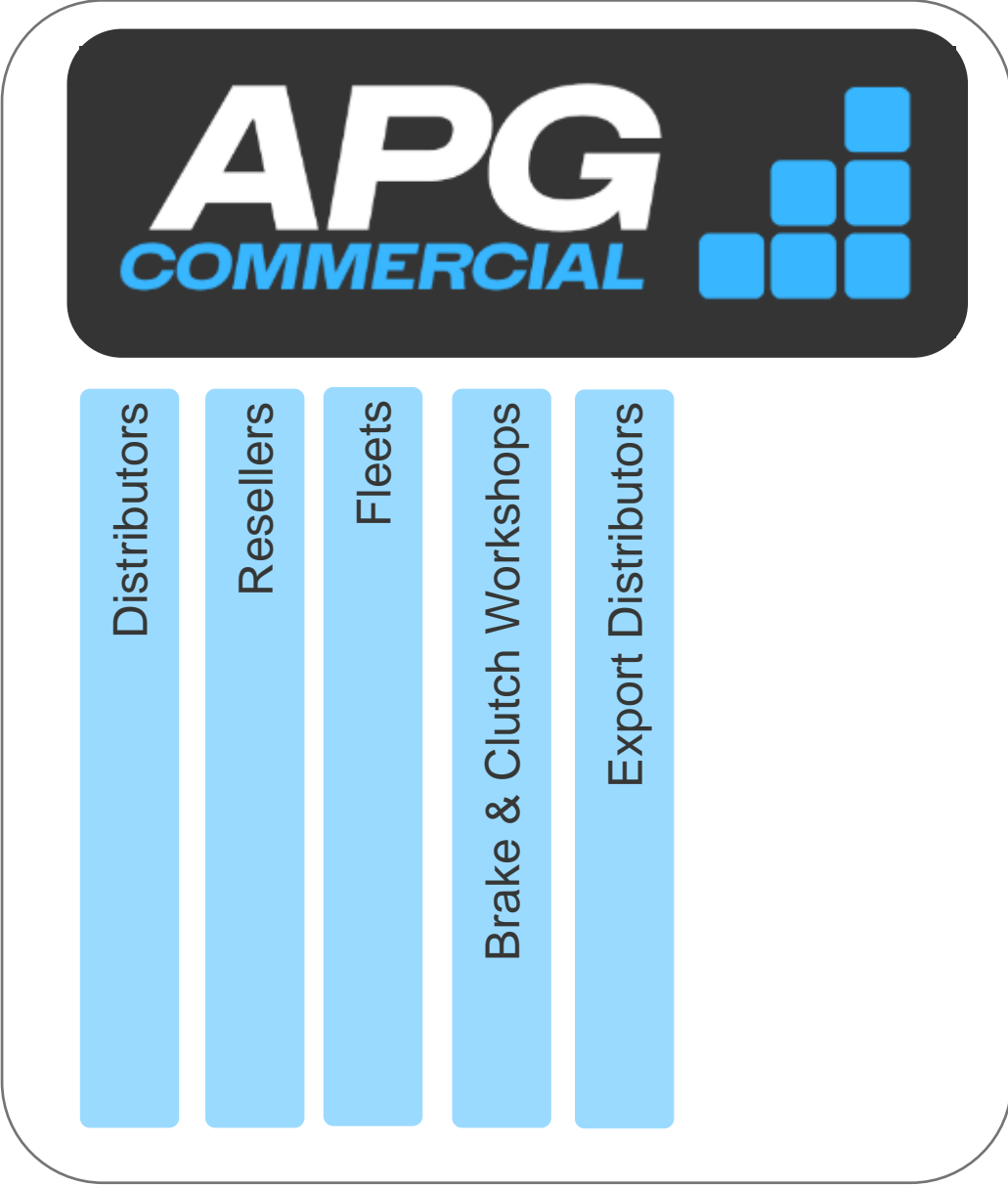
Shared Services Strategy

A group with multiple business units but one single shared service layer

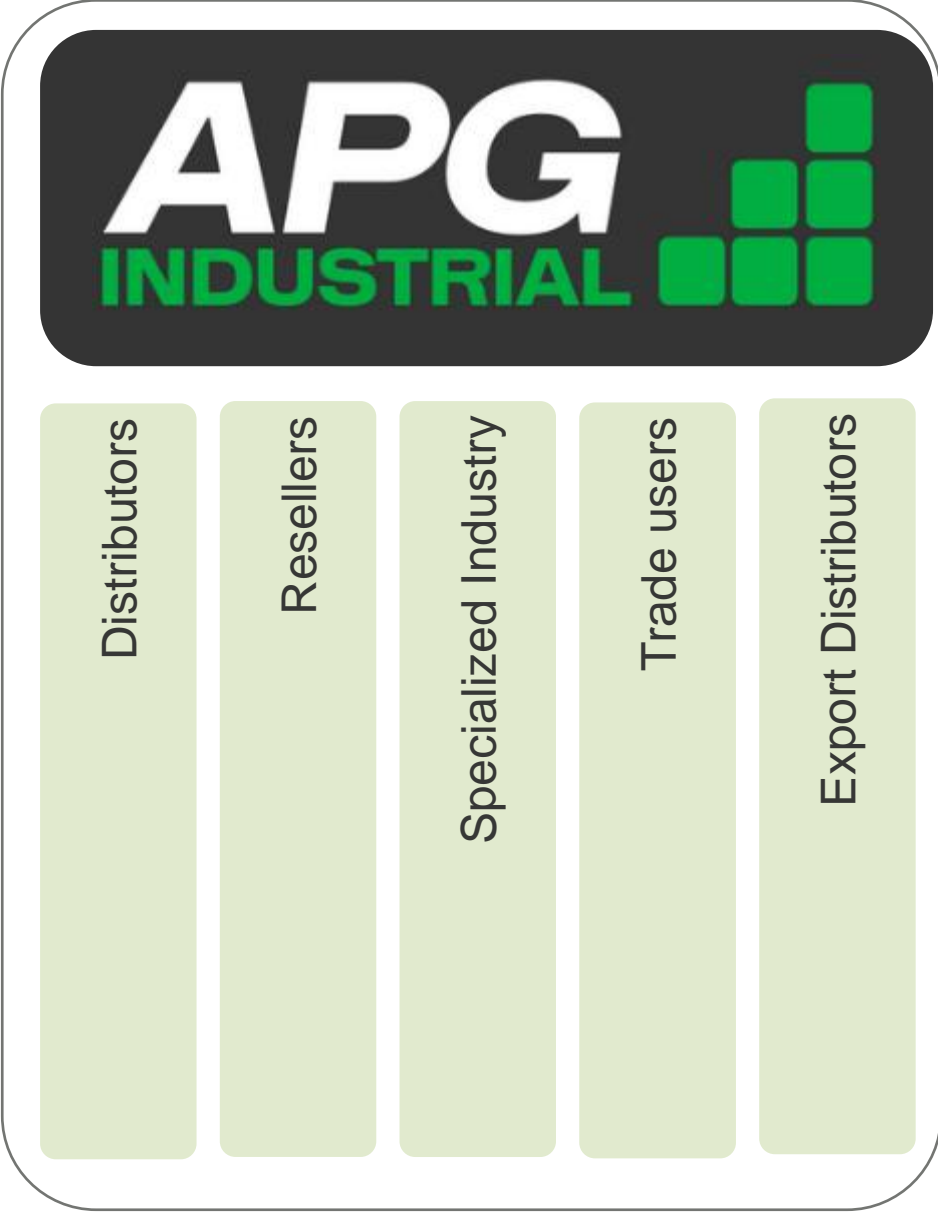
APG Automotive



APG Commercial

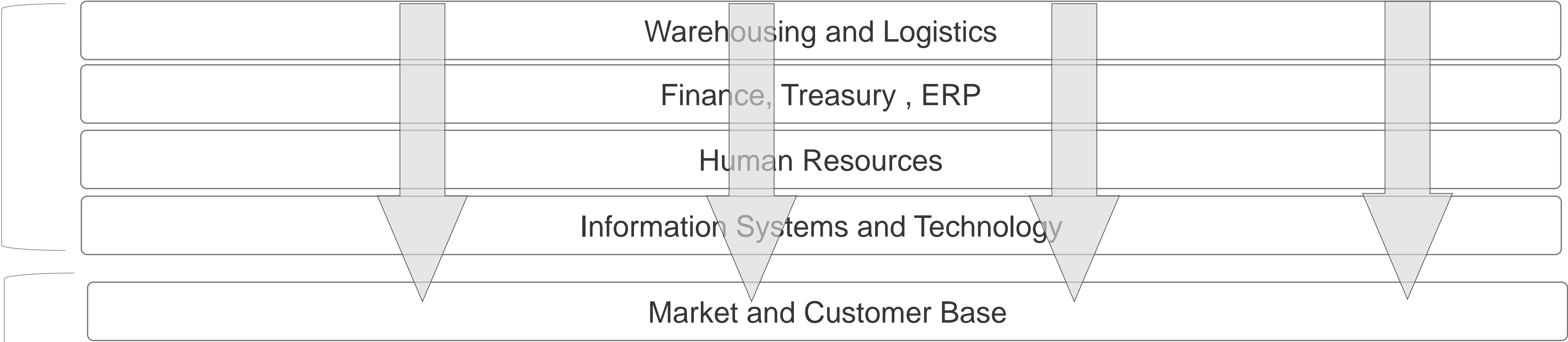


APG Industrial



Channel growth or additional product categories introduced into a channel, drop through shared services straight to bottom line

Table for Illustration purposes only – matrix and channels may be expanded



Shared services has a defined SLA with the business units to deliver the required service.

Our Technology



E-Cat catalogue & e-commerce system

E-Commerce and Electronic Catalogue

On Line Catalogue

A full featured on line catalogue with data and images



Cross References

More than 1.7m cross references currently catalogued in the system



Live SOH and Pricing

Live SOH and live channel pricing per customer.



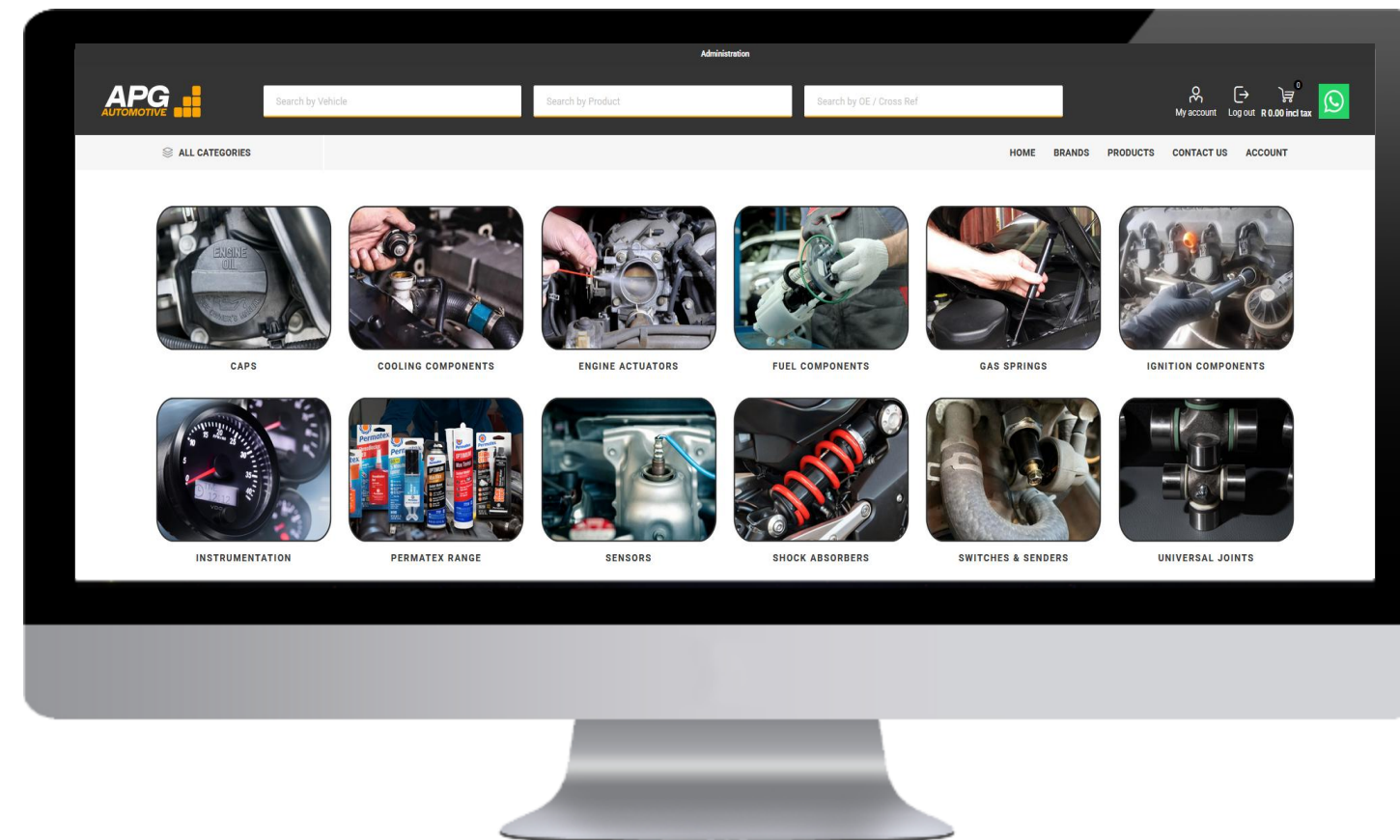
Call centre backed

Help is a toll-free call away to either help the user use the system or process an order on their behalf. Chat bot enabled.

- Full B2B e-commercial platform
- Developed in 2016 as an online ordering system by APG.
- Enhanced in 2020 to a full online catalogue system – cross references, parts info, multimedia, installation instructions, CAD drawings.
- Parts manager system introduced as central repository of all proprietary data stored centrally and securely.
- Fully integrated into ERP System (Microsoft Dynamics ERP, Business Central 365)

E-Cat catalogue & E-commerce system

E-Commerce and Electronic Catalogue



- APG Industrial Live
- APG Automotive – Live
- APG Commercial – Live in Q2 2025



Our Team

Meet our Founders



Kevin Rogers MD



Frans Lombard - FD

Life before APG

- Managing Director – Torre Parts & Components & Gabriel - 5 Years

Experience

- MD Torre Parts & Components - 5 Yrs
- MD Control Instruments Automotive 5 Years
- MD Uniross 17 Yrs
- GIBS GMP
- BCom
- Banking Diploma

How I work

- Servant Leadership.
- Don't expect others to do what I am not prepared to do myself.
- Roll up sleeves and get it done – entrepreneurial.
- Challenge yourself and push the boundaries.
- Constantly looking at how to disrupt markets and gain an advantage

Why APG

- I believe in the story of creating the “Amazon of Parts”
- The market is ready to be disrupted by technology in the parts space.

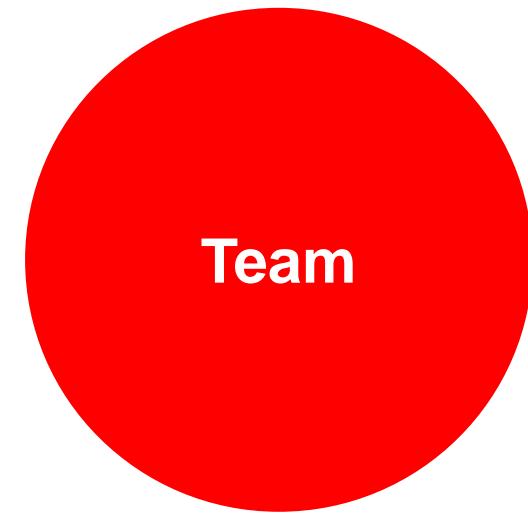
- Financial Director – Torre Parts & Components& Gabriel – 5 Years

- FD Torre Parts & Components
- 5 Yrs
- FD Control Instruments Automotive 5 Years
- FM – Slabbert Burger
- GIBS GMP
- B Acc, BCompt Honours
- CA (SA)

- Integrity and Honesty
- Accuracy and high level of ethics.
- Not your average accountant.

- There was a vision and mission at Torre that was left incomplete, and at APG we have this under our control to execute.

What makes us tick



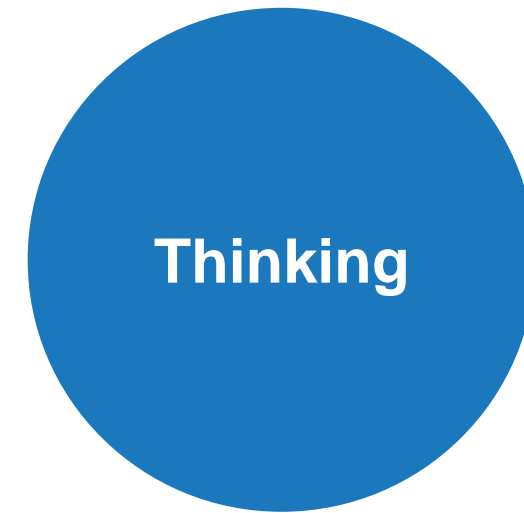
Team

A company with a passionate driven group of team players



Culture

A company that acts with integrity always putting the customer first.



Thinking

A company that is continuously innovating, intrepid and efficient.



Environment

A work environment that is interactive, creative and dynamic.





Our 12 Commandments

The 12 principles that provide our purpose every day



Passionate

We will be passionate in delivering customer excellence.



Committed

Our team will be committed to the business and our vision.



Smart

Our Team will be the smartest bunch in the industry.



Healthy

We will nurture a health work environment where people thrive.



Happy

A happy company is a successful company.



Safe

The safety of our team and our customers will never be compromised.



Delivery

We will always do what we say we are going to do.



Excellence

Average is not acceptable we will always strive for excellence.



Customer Centric

Every decision we will make will put the customer first.



Innovative

We will challenge the norms, innovate and try improve every day.



Creative

The company will nurture creative thinking.



Challenging

We only grow as the result of challenges; we will embrace challenges and succeed.

What we aspire to be everyday

“We will be a **passionate, driven** group of **team players**, who will act with **integrity**, and will always put the **customer at the centre** of our business, in order to continuously **deliver** on our commitments. We shall build a highly **innovative** business, that is **intrepid** but **efficient**, and we shall create an environment for our team that is **interactive** and **creative**, in order to support our goals of being a **dynamic** organisation.”



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