



## **MERGER NOTICE NO 20: 2016**

### **THE PROPOSED ACQUISITIONS OF UNI-SPAN HOLDINGS (PTY) LTD, PROWALCO (PTY) LTD, CONCORD CRANES (PTY) LTD, AND UVUNDLU INVESTMENTS (PTY) LTD BY INDUSTRIAL SERVICES HOLDCO (PTY) LTD**

Pursuant to section 56(1) of the Competition Act [CAP 46:09], the Competition Authority has received a merger notification for the proposed acquisitions of Uni-Span Holdings (Pty) Ltd ("Uni-Span"), Prowalco (Pty) Ltd ("Prowalco"), Concord Cranes (Pty) Ltd ("Concord Cranes"), and Uvundlu Investments (Pty) Ltd ("Uvundlu") by Industrial Services Holdco (Pty) Ltd ("InServe"). It is relevant to note that while the proposed transaction envisages four target enterprises, only Uni-Span, Prowalco and Uvundlu have presence in Botswana.

The acquiring enterprise, InServe is a newly formed private company incorporated in South Africa. InServe is a wholly owned subsidiary of Investec Equity Partners Portfolio 1 (Pty) Ltd ("IEPP1"). IEPP1 is in turn a wholly owned subsidiary of Investec Equity Partners (Pty) Ltd ("IEP"). IEP controls a number of firms and amongst these firms, only three of them are active in Botswana. These entail, AFRIT Group (Pty) Ltd, (manufactures trailers for transport and logistics companies); CJP Holdings (Pty) Ltd (stockist and distributor of both speciality and commodity raw chemical materials) and Chlor Akali Holdings (Pty) Ltd (which is present in the Botswana market through its 50% share ownership in Botswana Ash (Pty) Ltd, a producer of soda ash and salt). InServe is created for the purposes of this transaction and intends to become the ultimate holding company for the target enterprises, and does not control any enterprises.

Uni-Span is a private company incorporated in South Africa. The shareholders of Uni-Span are IEP Portfolio 1 (Pty) Ltd, Uni-Span Management and a variety of individual shareholders. Uni-Span through its main trading entity Uni-Span Formwork & Scaffolding (Pty) Ltd manufactures and supplies products for steel formwork, decking, walling, scaffoldings and support work systems. The products are generally used for the construction of concrete structures, including high rise offices and apartment buildings, low-cost housing projects and civil works such as bridges, reservoirs, tunnels and dams. Uni-Span wholly owns Uni-Span (Botswana) (Pty) Ltd which services the Botswana market.

Prowalco is a private company incorporated in South Africa. Prowalco is owned by IEP Portfolio 1 (Pty) Ltd, Khulasande Capital Partnership and ABZ Share Trust. Prowalco is a manufacturer and supplier of fuel dispensing and related equipment to petroleum companies in South and Sub-Sahara Africa. Prowalco offers comprehensive repair and maintenance services to petroleum companies and has the largest pump service infrastructure in Africa. Prowalco wholly owns Prowalco (Botswana) (Pty) Ltd which services the Botswana market.

Uvundlu, a holding company of the Goscor Group of Companies ("Goscor Group") is a company incorporated in South Africa and is owned by the Goscor Group Management, Clarkbiz Trading (Pty) Ltd (which is Uni-Span Holdings (Pty) and Khulasande Capital Partnership. Goscor Group is active in the provision of industrial equipment. The group specialises in the sale and lease of the following equipment: forklifts, access equipment, industrial and commercial cleaning products and equipment, compact construction equipment (i.e. Bobcat), compressor equipment and accessories. In addition, the group distributes engines, generators, pumps, fire-fighting equipment and construction equipment. The following enterprises of the Goscor Group are active in Botswana: Goscor, Goscor Lift Truck, Goscor Access and Bobcat.

According to section 57(3), of the Competition Act, "any person, including a third party not a party to the proposed merger, may voluntarily submit to the inspector or the Authority any document, affidavit, statement or other relevant information in respect of a proposed merger". The Competition Authority therefore seeks any stakeholder views for or against the proposed merger, which may be sent within 10 days from date of this publication to the following address:

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