



Bisedge Logistics Tanzania Limited – Company Profile

25 November 2025

Linde Material Handling

A global leader in premium material handling equipment (MHE), with over 13,000 employees

1.0 million

MHE in
operation

150,000

Annual MHE
units sold

€5.2 billion

Global annual
turnover

330

Product models
in the portfolio



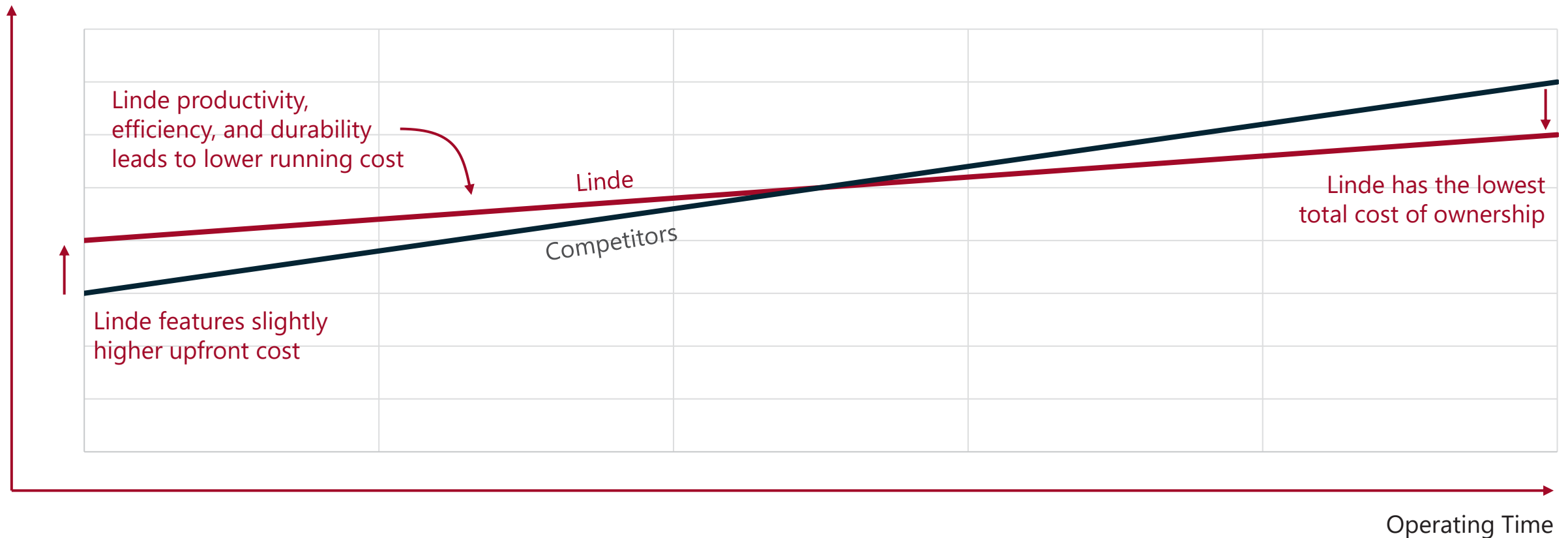
Global framework agreements with
key accounts such as Diageo and AGL



Linde Material Handling

Choosing for Linde means investing in long-term savings and reliability

Total Cost of Ownership



LEADERSHIP

Board of directors and founders have a strong record in scaling up companies in Africa



Dominic Bruynseels

- Chairman at Bisedge Holding
- Former Chairman of Daystar Power (2019 to 2022)
- Formerly CEO of Barclays Africa, CEO Standard Bank (Stanbic) West Africa, CEO of BCR Bank



Christian Wessels

- Co-founder of Bisedge
- Non-Executive Director of Bisedge
- President Daystar Power Group
- Formerly Partner at Bain & Company, Deputy Group MD at TGI Group
- Endeavor Entrepreneur, Young Global Leader, Young President Organisation



**Jasper Graf
von Hardenberg**

- Co-founder of Bisedge
- CEO of Daystar Power Group
- Formerly Consultant at Bain & Company
- Endeavor Entrepreneur, Young President Organisation
- Degrees in Economics & Management University St. Gallen (HSG), HEC Paris



Jan Broodryk

- Country Head of Bisedge Logistic Tanzania Limited
- Over 29 years, experience in the Material Handling Industry
- Formerly General Manager of Barloworld Agricultura Mozambique, General Manager Achelis (Tanganyika) Limited



History of Bisedge

2020

Bisedge was founded by Sunray Ventures, a clean-tech venture builder experienced in building & scaling businesses.

2021

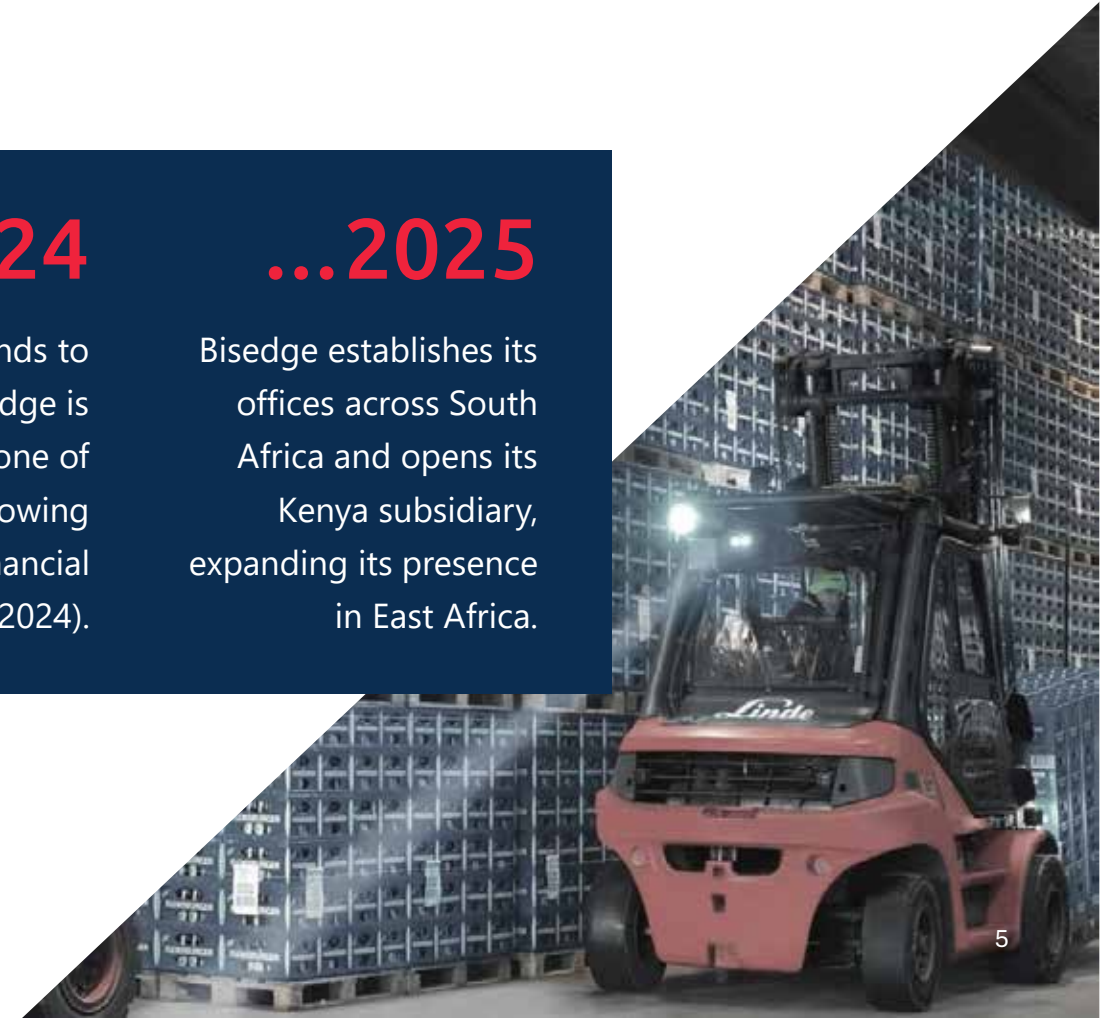
Offering clients material handling solutions with professional service delivery, has positioned Bisedge a market leading company in Nigeria.

2024

Bisedge expands to Eastern Africa; Bisedge is recognized as one of Africa's Fastest Growing Companies by Financial Times & Statista (2024).

...2025

Bisedge establishes its offices across South Africa and opens its Kenya subsidiary, expanding its presence in East Africa.



Introduction | Bisedge



Africa's fastest-growing provider of world-class material handling solutions



Exclusively provide superior material handling technology



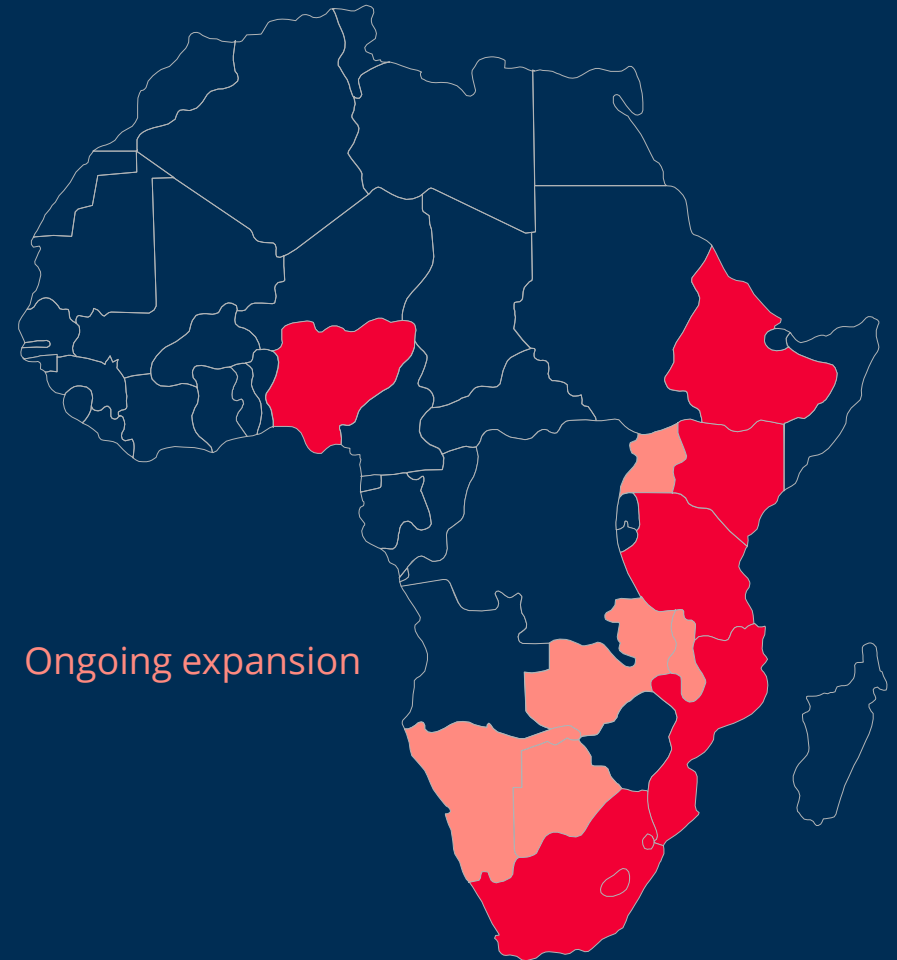
Over 1,000 employees committed to material handling solutions



Proven performance on service and parts availability



Recognized by the Financial Times as one of Africa's fastest growing companies



Value Proposition



Commercial services tailored to client objectives



Outsourced Solutions

We provide top-tier customers with fully managed material handling solutions including machines, driver and service.

We guarantee uptime and charge a monthly fees (no capex) while deploying premium equipment.



Long-term Rental

We provide clients with flexible long-term rental options that include different levels of maintenance coverage.

This model operates on a monthly fees (no capex), with uptime guarantees tailored to the chosen maintenance plan.



Sales, Spares & Maintenance

We provide outright sales options, with our service technicians keeping our clients' fleets running.

Our warehouses are our central hubs for our spares inventory, ensuring clients have a access to original spares and consumables.

Key Differentiators



Win contracts and unlocking funding for Bisedge

Customer Value Proposition:

- **Comprehensive offering:** providing premium machines, operators & technicians as outsourcing solutions at market leading uptime.
- **Electrification:** enabling transition to electric machines and reducing emissions by replacing diesel machines.
- **Fleet:** offering fleet optimization, providing transparency through digital fleet management tools.
- **HSSE:** striving to be a leader in safety (goal zero) by sustained focus on training and tight supervision.

Financing

- **Full outsourcing:** providing option for full-outsourcing (with operators) without any Capex requirements for our customers
- **Long-term rental:** as for full-outsourcing, there are no Capex requirements.

Pan-African

- **Clients:** focusing on multinationals/ IKA and large domestic corporate customers.
- **Geographies:** covering 13 African markets ensuring consistent delivery of uptime.

Operating Model

- **Gender diversity:** establishing a 30% share of female operators and 50% share in central functions.
- **Asset quality:** data-driven pre-emptive maintenance, coupled with overhauling capabilities in Africa.

Clientele

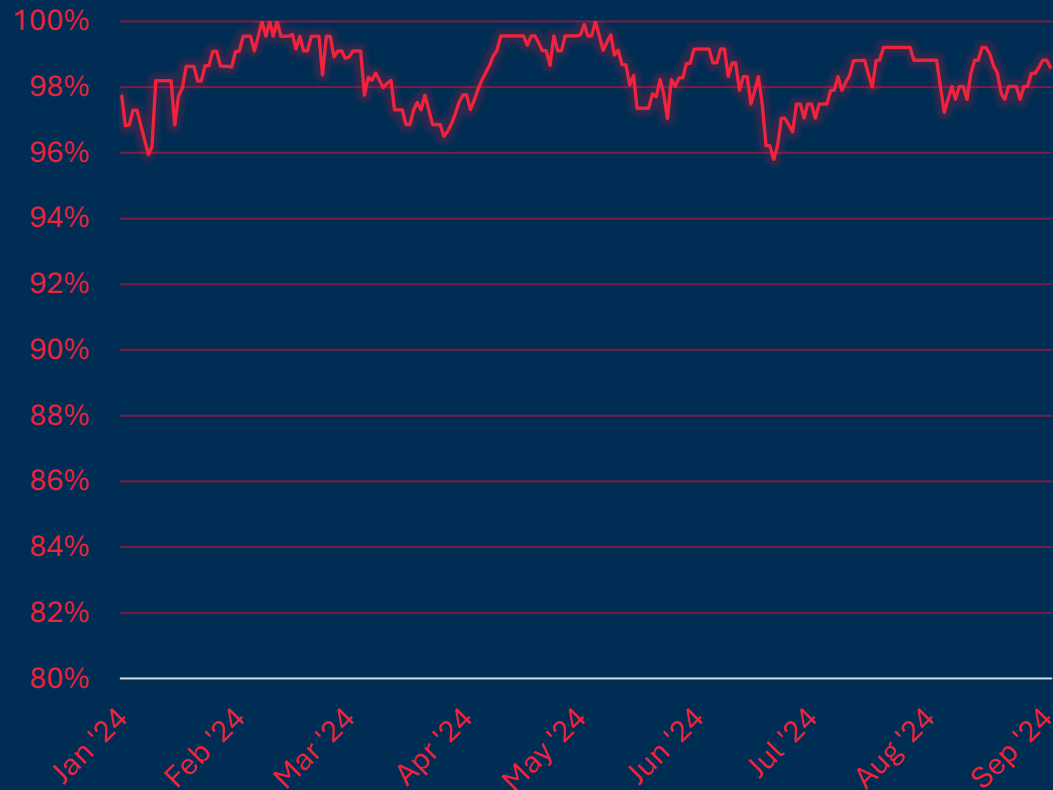
We are a trusted partner of multinationals



Proven Track Record

Outperformance of uptime obligations

Fleet-wide uptime



Uptime

Uptime is the measure of time our forklifts are available and operational, ensuring uninterrupted material handling services.

Fleet performance

Aftersales is a core pillar of our growth strategy, proven by our fleet uptime, averaging 98.5% uptime between 2021 - 2025.

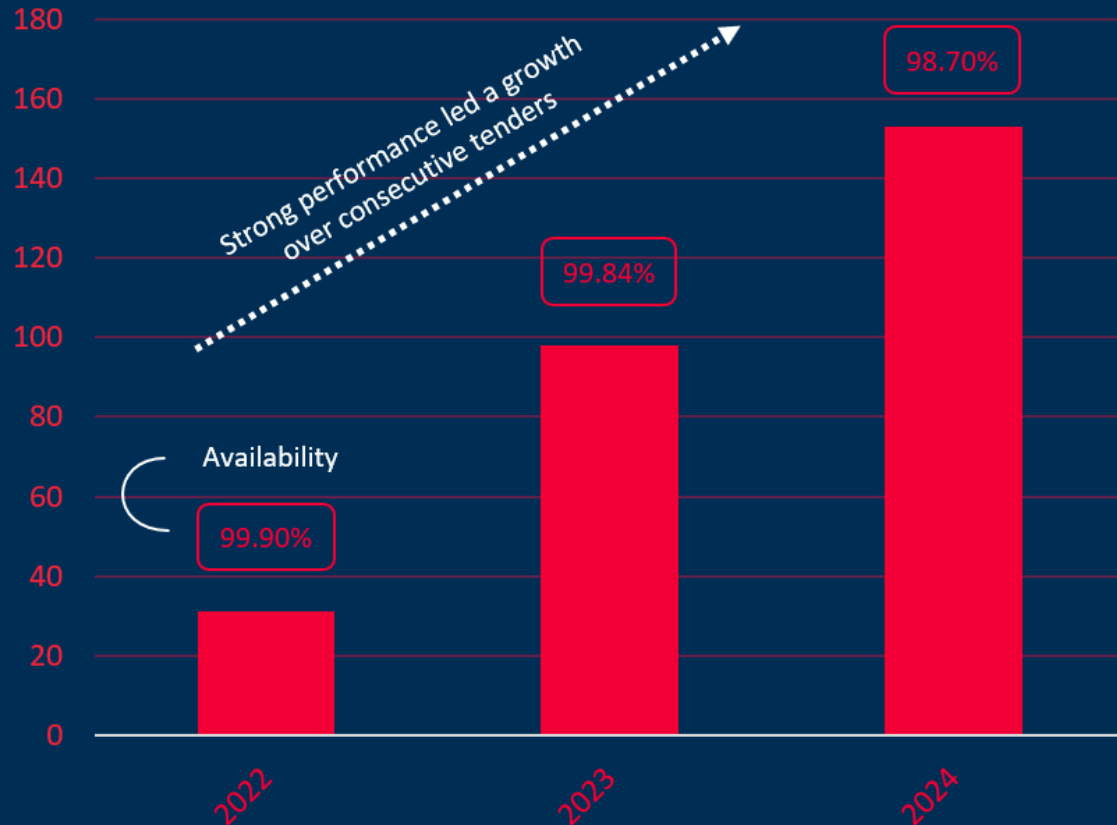
Core value proposition

High uptime is crucial for our clients' success, allowing them to maintain seamless operations, meet deadlines, and reduce downtime-related costs.

Proven Track Record

Reference Partnership: Coca Cola

Bisedge Fleet | Coca Cola



Fleet performance

Aftersales is a core pillar of our growth strategy, proven by our fleet uptime at Nigeria Bottling Company, a Coca Cola bottler, averaging 98.70% uptime over 2024.



14



137

Proven Track Record

Reference Partnership: Coca Cola



Safety Features



Automatic parking brake protects against unintentional rolling



Electronic seat belt monitoring



Overhead tilt cylinders for high residual capacities & torsional stiffness



Optimized design provides outstanding visibility in all directions for safety and productivity



Low center of gravity & high-mounted steering axle improve stability while cornering



Linde Load Assist for increased safety



Linde Curve Assist automatically reduces traction speed proportionally while cornering



Raised residual capacities for lifting in highest lift heights

Optimized Truck Capacity



Patented truck stability allows for the deployment of compacter and more efficient equipment

Patented tilt cylinders and stabilizing technology minimize 'deration of capacity



Linde forklifts can be smaller and lighter than competitors and still safely lift loads to required heights. The resulting reduction in weight and size has significant benefits:

- Higher acceleration and productivity
- Less energy consumption
- Higher maneuverability
- Less wear and tear reducing service requirements
- Less tire wear

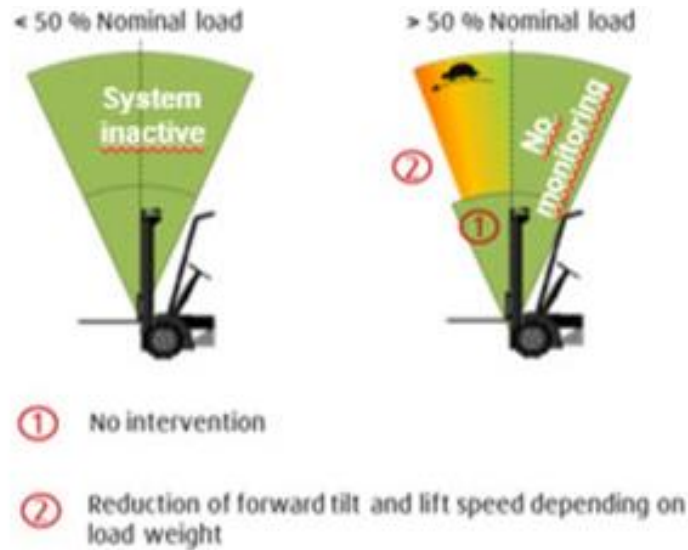
Optimized Truck Capacity

Patented mast-stabilizing technology

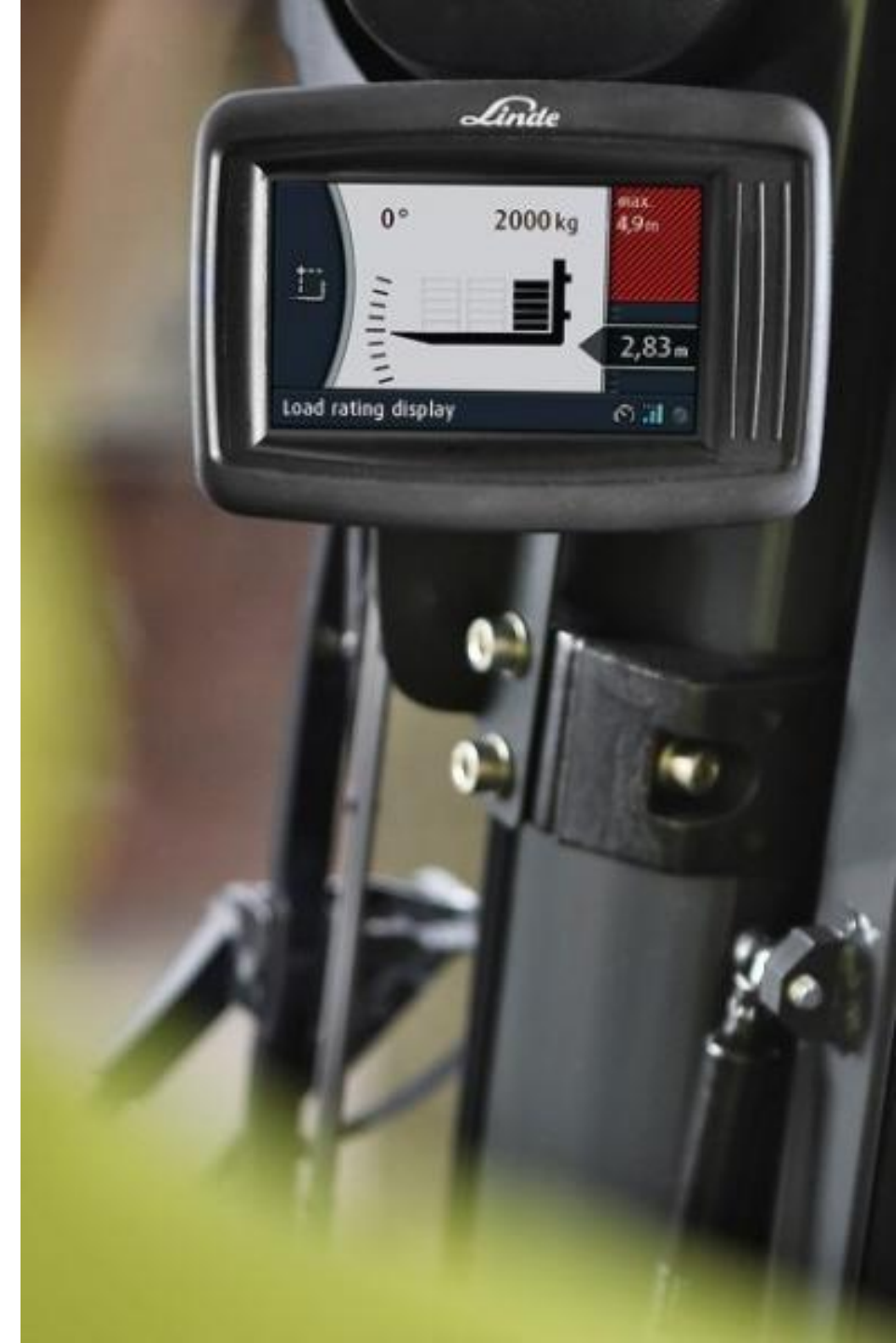


Optimized Truck Capacity

Built-in features further enhance stability and safety



	Stage I	Stage II	Stage III
Display	Yellow warning light, Assistance function flashes, short warning tone	Red warning light, Assistance function flashes, interval tone	Red warning light, Assistance function flashes, Interval tone
Tilt	Reduced speed	Creep speed	Stop
Lift	Reduced speed	Reduced speed	Creep speed

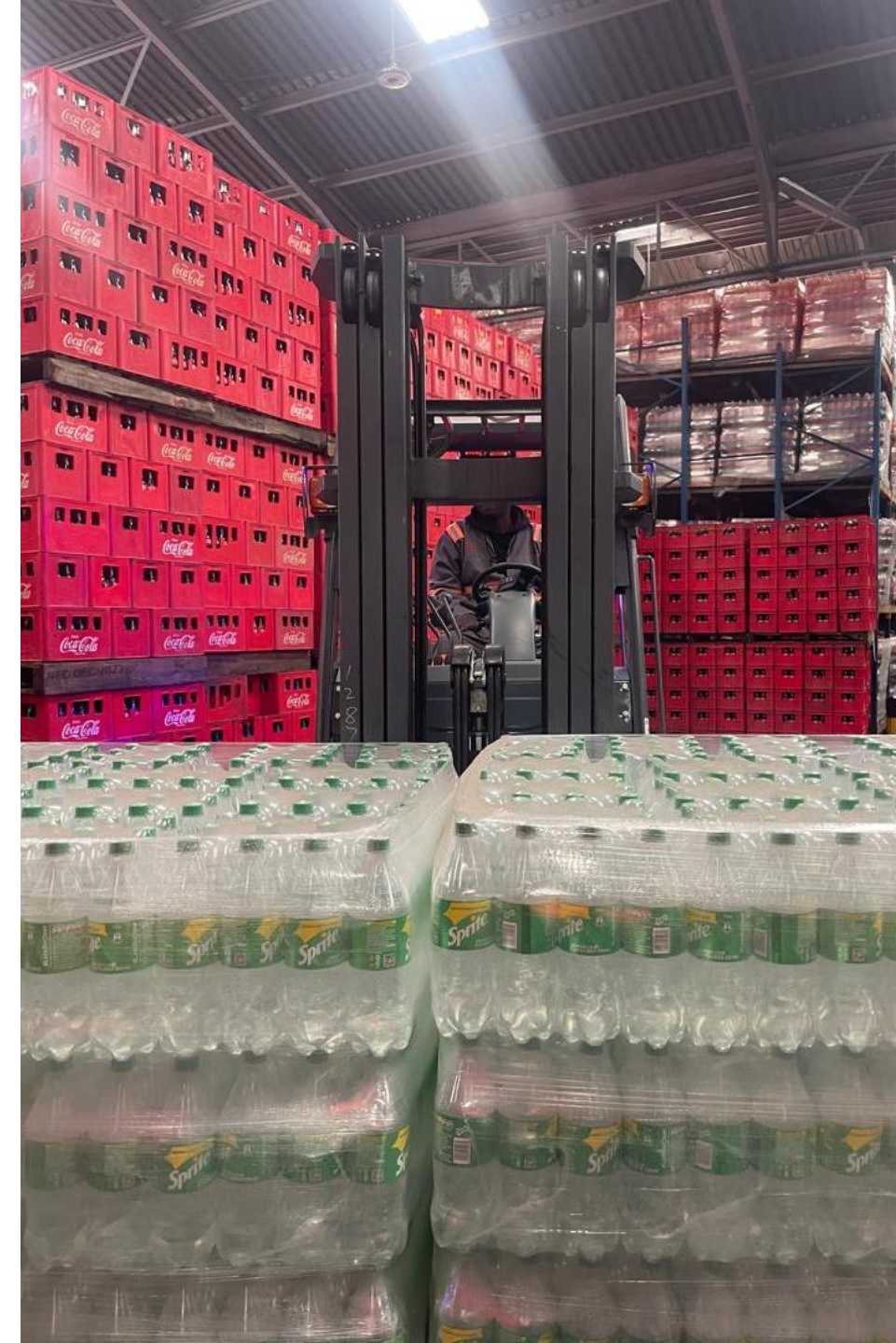


Enhanced Productivity

Innovative Linde mast design enhances operator visibility



Competitor



Fleet Optimisation



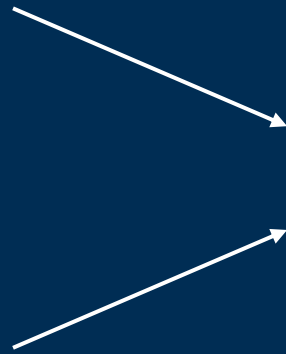
Bisedge delivers premium aftersales support to match its premium products



E30/600
3-ton



E30/600
3-ton



E80/900
8-ton

- Significant reduction in labour cost per pallet
- Reduction in energy consumption per pallet
- Lower maintenance cost per pallet
- Reduced rental cost per pallet
- Savings on safety and productivity add-ons
- Load trucks from one side, saving space



Ladezyklus:

Ab- und Beladen mit Vollgut.

Stapler: Linde H 45 D

Kaup Mehrfachklammer, 2 Paletten

