

Press Release

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Voith looks to expand its distributor network in Africa

Voith is actively looking to expand its distributor network on the continent, according to **Grant Robinson**, Vice President: EMEA Division - Mining and Metals Southern Africa. "We currently cover 19 countries in Africa and have nine distributors, and are still growing our network further," Robinson asserts.

The company hosted a Distributor Conference in close proximity to its Regional Head Office on 24 and 25 November 2015. The main aim was to give its distributors valuable insight into Voith as an international company, and what it can offer its African distributors in terms of back-up and support.

The inaugural Distributor Conference achieved a 90% attendance rate. Distributors from Mozambique, Namibia, Botswana, Zimbabwe, Angola and South Africa were given the opportunity to explain their businesses to the rest of the attendees, and to offer valuable insight into the challenges and opportunities around conducting business in Africa.

Robinson stated that "Voith is growing through its distributors by actively assisting and supporting them with product training, technical and sales support. This conference was the first of many, and we look forward to a long and mutually beneficial relationship with our distributors."

The Distributor Conference will become an annual event with the addition of awards in future to incentivise distributors.

About the company

Voith sets standards in the markets for energy, oil & gas, paper, raw materials, transport & automotive. Founded in 1867, Voith employs more than 20,000 people, generates €4.3 billion in sales, operates in over 60

countries around the world and is one of the biggest family owned companies in Europe.*

* Excluding the discontinued Group Division Voith Industrial Services.

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