CREDIT OPINION
13 February 2025

Update

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RATINGS

Barloworld Limited

Domicile	South Africa
Long Term Rating	Ba2
Type	LT Corporate Family Ratings
Outlook	Stable

Please see the ratings section at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.

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EMEA	44-20-7772-5454

Barloworld Limited

Update to credit analysis

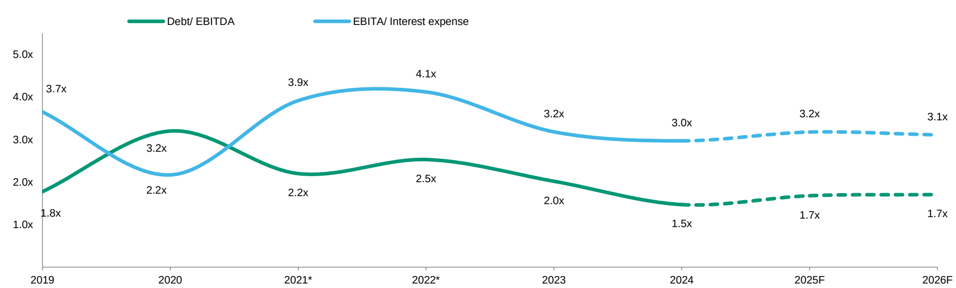
Summary

On 10 February 2025, we affirmed Barloworld Limited's (Barloworld) corporate family rating (CFR) of Ba2 and upgraded its national scale CFR (NSR) to Aa1.za from Aa2.za. This reflects that Barloworld has maintained, and we expect will continue to maintain, adequate credit metrics despite a downturn in the commodity cycle, which has caused a decline in demand for heavy equipment in its main market of southern Africa. At the same time, the upgrade of the NSR reflects that Barloworld's rating is solidly positioned at the Ba2 global scale rating level.

Barloworld's Ba2 CFR recognises (1) Barloworld's competitive position as a leading equipment supplier to the mining and construction industries in southern Africa and Mongolia; (2) its diversified product mix that provides some protection against cyclicality, including aftermarket servicing for heavy equipment and consumer products under its Ingrain business; and (3) prudent financial policies and low leverage.

Apart from the operational concentration in South Africa (Ba2 stable) which exposes the company to the economic, political, social, legal and regulatory environment of the country, the rating also takes into account (1) the company's exposure to cyclical end markets including mining and construction; (2) its reliance on Caterpillar Inc. (A2 positive) as its key supplier because Barloworld is acting as the company's principal agent in southern Africa and Mongolia (B3 stable); and (3) the company's exposure to Russia, which accounted for 10% of revenue and 12% of EBITDA in FY2024, a severely disrupted and declining business whose cash flows remain inaccessible to the wider group.

Exhibit 1
Credit metrics remain well positioned at the current rating level



*2021 metrics presented above do not reflect the restated 2021 accounts as published in the 2022 Annual Report. Restated 2021 accounts exclude Car Rental and Leasing earnings from the income statement but include the related debt on the balance sheet.
*Barloworld completed the disposal of its discontinued operations after its fiscal year ending on 30 September 2022. As such, 2022 Debt/EBITDA is shown above on a pro forma basis and excludes debt reported under discontinued operations which we

normally include in our Moody's adjusted debt. Moody's adjusted EBITDA also does not include any earnings from discontinued operations.
All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Barloworld's fiscal year ends on 30 September, and '2024' refers to the period ended 30 September 2024. Moody's forecasts are Moody's opinion and do not represent the views of the issuer.
Sources: Moody's Financial Metrics™ and Moody's Ratings

Credit strengths

» Leading supplier of industrial equipment to the mining and construction industries in South Africa, with operations in Mongolia and Russia

» Recurring equipment servicing revenue and expansion to consumer products provide some protection against cyclicality

» Good credit metrics through the cycle underpinned by balanced financial policies

Credit challenges

» High exposure to cyclical end markets, tied to commodity price volatility

» Concentration in Sub-Saharan Africa

» Continuously declining Russian operations and uncertainty about the business' long term sustainability

» Key supplier risk, partially mitigated by long term relationships and close strategic alignment

Rating outlook

The stable outlook reflects the stable outlook on the sovereign bond rating of South Africa, where Barloworld generates the majority of its revenue and cash flow. The stable outlook also reflects our expectation that Barloworld will maintain adequate credit metrics through the commodity cycle.

Factors that could lead to an upgrade

Barloworld's rating is at the same level as the sovereign rating of South Africa and because of its operational concentration in the country, an upgrade is unlikely in the absence of an upgrade of the sovereign bond rating of South Africa. Subject to an upgrade of the South African government bond rating, we would consider an upgrade of Barloworld's ratings if its debt/EBITDA remains below 3.0x and EBITA/interest expense improves to 3.5x (all metrics are Moody's-adjusted), both on a sustained basis and without material contribution from the Russian business while there remains uncertainty over the business' sustainability.

Factors that could lead to a downgrade

Barloworld's ratings are likely to be downgraded in case of a downgrade of South Africa's government bond rating. In addition, downward pressure could arise if the company's liquidity profile weakened or if debt/EBITDA increased above 4.0x while at the same time EBITA/interest expense trends below 2.5x on a sustained basis (all metrics are Moody's-adjusted).

Key indicators

Exhibit 2
Barloworld Limited

(in $ billions)	2019	2020	2021*	2022*	2023	2024	2025F	2026F
Revenue	4.2	2.1	2.8	2.5	2.5	2.3	2.2	2.3
EBITA Margin	7.8%	6.2%	10.4%	10.8%	11.4%	11.0%	10.1%	9.9%
Debt / EBITDA	1.8x	3.2x	2.2x	2.5x	2.0x	1.5x	1.7x	1.7x
EBITA / Interest Expense	3.7x	2.2x	4.6x	4.1x	3.2x	3.0x	3.2x	3.1x
RCF / Net Debt	66.4%	27.3%	129.6%	45.4%	117.8%	59.8%	64.3%	74.2%
FCF / Debt	15.7%	16.3%	36.5%	-1.8%	3.3%	0.1%	3.5%	8.4%
EBITDA Margin	13.5%	12.8%	13.4%	13.2%	13.6%	13.8%	13.1%	12.9%

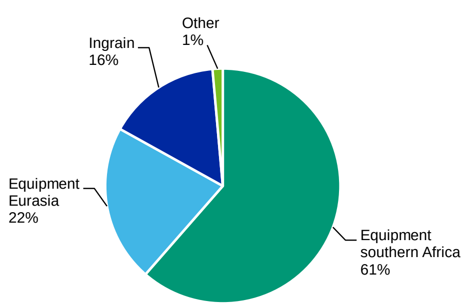
*2021 and 2022 Debt/EBITDA metric excludes earnings and debt from the discontinued Car Rental and Leasing business. Barloworld completed the disposal of its Car Rental and Leasing business in December 2022.
All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Barloworld's fiscal year ends on 30 September, and '2024' refers to the period ended 30 September 2024. Moody's forecasts are Moody's opinion and do not represent the views of the issuer.
Sources: Moody's Financial Metrics™ and Moody's Ratings forecasts

Profile

Barloworld, headquartered in South Africa, is the exclusive distributor and after-sales support provider of Caterpillar heavy equipment for the mining and construction industries across southern Africa and Mongolia. Equipment sales and servicing accounted for 83% of Barloworld's revenue and 95% of operating profit for FY2024. The company also has a consumer products division that was established in FY2021 following the acquisition of starch and glucose producer Ingrain.

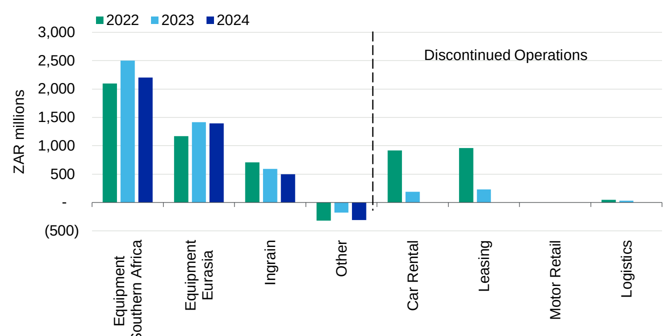
Since FY2021, Barloworld completed a number of noncore business disposals in line with its portfolio realignment strategy that aimed at pivoting to less asset intensive, more cash flow generative and less cyclical businesses. In December 2022, Barloworld unbundled and listed its Car Rental and Leasing business Zeda Limited (Ba3 stable) on the Main Board of the Johannesburg Stock Exchange (JSE). It also successfully divested its automotive and logistics businesses. Barloworld remains focused on its core verticals of Industrial Equipment and Services and Consumer Industries.

Exhibit 3
Revenue breakdown by segment (2024)



Source: Company information

Exhibit 4
Operating Profit breakdown by segment (2022-2024)



Note: Barloworld completed the disposal of all discontinued operations by the end of 2022.
Source: Company information

Detailed credit considerations

Geographic concentration in South Africa

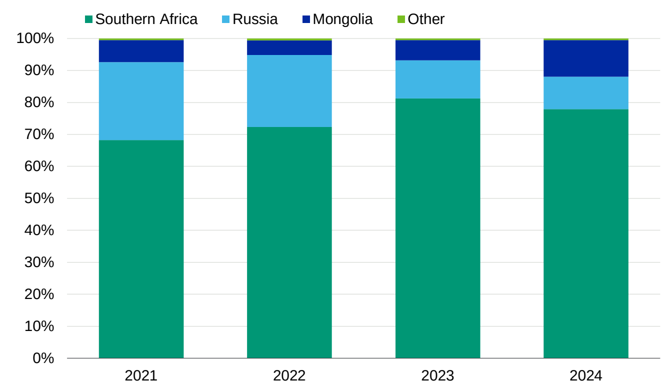
With 78% of revenue derived from southern Africa, which is primarily driven by revenue from South Africa, Barloworld is intrinsically linked to the macroeconomic environment of the country. Growth of the South African economy remains structurally weak and constrained by a high unemployment rate, decaying infrastructure and unreliable, although improving, power supply and slow progress on economic and social reforms. We expect GDP growth of 1.7% in 2025, up from 1.1% in 2024 and 0.6% in 2023. Barloworld's sales and profitability are strongly correlated to macroeconomic and commodity cycles.

Prior to the Russian invasion of Ukraine in February 2022, we viewed diversification into Russia as a partial credit mitigant to the concentration in South Africa, especially since the Russian business used to grow faster and was less cyclical than the South African business. Following the invasion, Barloworld's Russian business has however been severely disrupted, increasing the reliance on the South African business. In FY2024, the company generated 10% of its revenue and 14% of its operating profit from Russia compared to 24% and 27% in FY2021, respectively (see Exhibit 5). While Barloworld's operations in Mongolia remain small and accounted for only 12% of FY2024 revenue, the strong growth and high margins in Mongolia following the reopening of borders with China have partially offset negative results from Russia and also help with geographic diversification (see Exhibit 6).

Exhibit 5

Disruption of Russian operations lead to higher concentration in South Africa

Revenue breakdown by geography

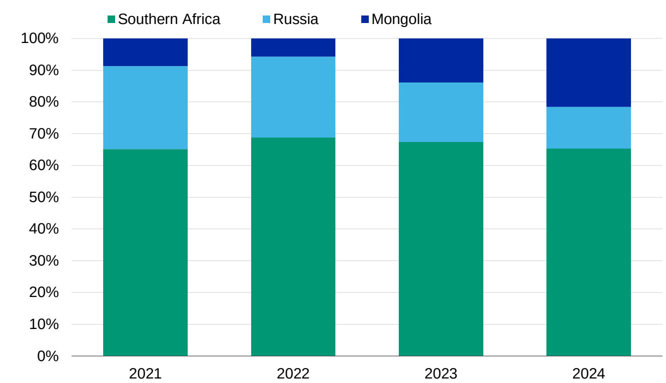


Source: Company information

Exhibit 6

High margin operations in Mongolia mostly offset lost Russian business

Operating profit breakdown by geography



Excludes immaterial results from the United Kingdom and Australia

Source: Company information

Leading market positions supported by strong brand offerings

Barloworld holds dominant market positions in heavy machinery and continues to have a JV investment in a leading South African retail car distribution business. The company's leadership positions, strong brand representation and broad customer coverage throughout its markets provide high barriers to entry given the significant investments involved. While there is some concentration risk associated with its key principal suppliers and limited long term fixed term contracts in place, we note long term relationships and close strategic alignment between the parties and Barloworld's track record of maintaining dominant and stable market positions over time.

Barloworld has the sole distribution rights for Caterpillar heavy equipment and machinery and its aftercare servicing across Sub-Saharan Africa, Mongolia and Russia. It holds leading market positions across various heavy machinery categories throughout southern Africa, supported by a strong dealership network with on-site customer support and aftercare services. The company's relationship with Caterpillar dates back more than 90 years and the distribution agreement is for an indefinite period. Even though the agreement can be terminated with six months' notice as is standard for Caterpillar distribution agreements, we view it as a remote risk that the agreement would effectively be terminated on such short notice. Caterpillar maintains a close strategic alignment with its distributors and there is precedent for it providing product support to struggling distributors in other jurisdictions when needed.

Barloworld acquired Ingrain from Tongaat Hulett in September 2020. Ingrain is the only manufacturer of starch and glucose products in South Africa and holds a dominant local market share, serving large consumer product companies. Its products have a diverse range of applications, including alcoholic beverages, convenience foods, confectionary, paper making and pharmaceuticals.

After disposing of its motor retail business, Barloworld still owns a 50% JV stake in the business through NMI-DSM. The motor retail business is a franchised dealer for key premium and volume automotive brands in South Africa, including BMW, Audi, Mercedes-Benz, Volkswagen, Toyota and MG, as well as Chinese brands Haval, Chery, Omoda and Jaecoo.

Exposure to cyclical mining and construction industries

The Equipment segment, which generates most of Barloworld's revenue and operating profit, is exposed to the cyclical mining and construction industries that are mainly driven by global commodity cycles and, in the case of construction, the state of the South African macroeconomic environment, as well as demand for grid power alternatives. Miners increase investment, including purchases of new equipment, in times of high commodity prices and are quick to reduce new purchases when commodity cycles turn.

Barloworld reduces some of the cyclicality in sales of new equipment through diversification across the equipment lifecycle, by offering aftermarket services, including parts, rental, power solutions and consulting. Aftermarket revenues are generally more recurring, higher margin and can also benefit in times of lower new sales as older equipment requires more intense servicing to extend its life span. For its southern African operations, Barloworld has managed to steadily improve the share of revenue from aftermarket servicing. Since 2015 aftermarket revenue has consistently accounted for more than 50% of total Equipment revenue.

The sale of new equipment is inherently cyclical, as it is driven mainly by the mining sector which is highly influenced by commodity markets and miners' capex budgets. From 2015 to 2020 demand for new equipment was on a declining trend in southern Africa and overall reduced by c. 20% over the period. As commodity prices improved and reached peak levels over 2022-23, demand for new equipment increased again. New equipment sales in southern Africa increased by 46% and 69% in FY2022 and FY2023, respectively, but declined by 13% in FY2024 as commodity prices declined.

With commodity prices declining since 2023, Barloworld's southern Africa order book also continued to decline to ZAR1.6 billion at the end of September 2024 from ZAR3.6 billion a year earlier and from a high of ZAR4.8 billion in September 2022. We therefore expect machine sales to continue declining over FY2025, which will continue to be partially offset by higher aftermarket revenue and growth in the energy and transportation segments. As of September 2024, the Eurasia order book, primarily comprised of orders in Mongolia also reduced by 43% to $64 million after a particularly strong FY2023.

Ongoing severe disruption of Russian business

Barloworld's business in Russia has been continuing to operate since the Russian invasion of Ukraine in February 2022. The business has however been severely disrupted by sanctions on imports of products as well as customers. While Barloworld was initially able to source inventory remaining at Caterpillar's Russian factory when it stopped operations, and then from other Caterpillar dealers that exited the country, inventories of original parts have now been mostly depleted and replacements through import is generally prohibited under sanctions of heavy machinery. Overall sales have continued to decline steadily and we estimate these were around 60% lower in FY2024 than in FY2021 before the invasion.

In FY2024 the business remained profitable, accounting for 12% of Barloworld's EBITDA. Barloworld is however unable to upstream any profits out of Russia and we expect revenue and profits to continue to decline further as the company has to gradually wind down any new equipment sales. We therefore believe that consolidated Barloworld EBITDA somewhat overstates the company's profitability and that to assess debt to EBITDA leverage it is adequate to remove EBITDA generated in Russia (note there is no local debt in Russia). We estimate that Moody's adjusted EBITDA excluding Russia amounts to ZAR5.2 billion against consolidated Moody's adjusted EBITDA of ZAR5.8 billion, leading to debt to EBITDA excluding Russian operations of 1.6x against consolidated debt to EBITDA leverage of 1.5x for FY2024. Our projections for FY2025 and FY2026 assume that EBITDA contribution from Russia will over time continue to reduce. Continued growth of the Mongolian business, albeit at a slower pace than over the past two to three years, will partially offset some of the decline from Russia.

Barloworld focusses on achieving at least break-even and ensuring that the business remains self-sufficient from a funding perspective.

In September 2024 the company made a voluntary disclosure to the US Department of Commerce's Bureau of Industry and Security (BIS) that it might have been in breach of some of the export restrictions. The company is in the process of conducting an internal investigation in this regard. We expect that this will continue to make operations in the country more difficult and accelerate its continued decline.

Prudent financial management and good credit metrics

Despite weaker performance in FY2024 with revenue declining by 7% and Moody's adjusted EBITDA by 6%, Barloworld's Debt/EBITDA decreased to 1.5x in FY2024 from 2.0x a year earlier. This was entirely driven by Barloworld repaying nearly ZAR4 billion of debt from its cash balance. Debt/ EBITDA leverage, even when excluding EBITDA generated in Russia remains strong.

The company's EBITA/ interest expense coverage ratio has however slightly weakened in FY2024 to 3.0x against 3.2x a year earlier, despite the lower debt balance. This is because interest rates remained high throughout FY2024. Nevertheless the ratio remains adequate for Barloworld's rating and we expect the ratio to slightly improve in FY2025, supported by cumulative 75 basis points rate cuts implemented by the South African Reserve Bank (SARB) between the beginning of September 2024 and the end of January 2025.

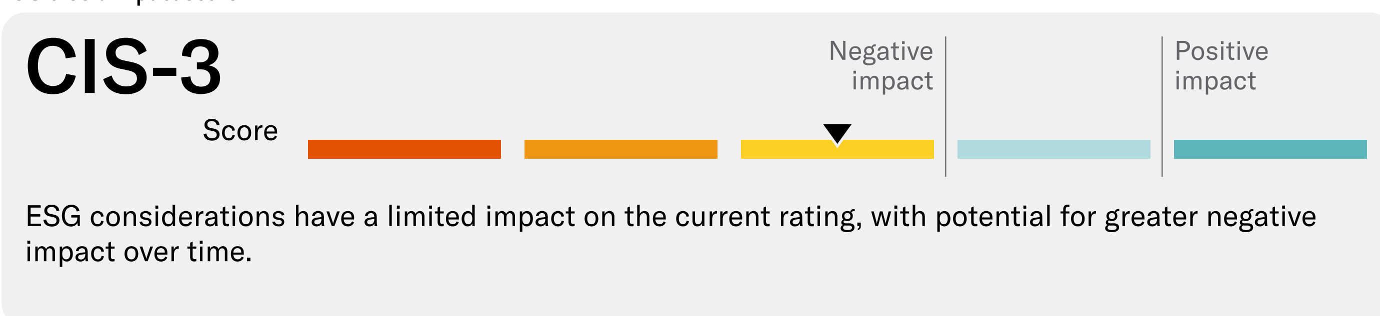
On 11 December 2024, a consortium of Zahid Tractor and Heavy Machinery (a Saudi distributor of CAT equipment) and an entity linked to Barloworld's CEO Dominic Sewela made an offer to take the company private for an 87% premium to their 30 day average trading price prior to the announcement. The Barloworld's board has recommended to approve the transaction and its shareholders will vote on 26 February 2025 whether to accept the offer. We do not expect the company's strategy and financial policy to materially change following the potential acquisition. If such changes were to occur, we would separately assess their effect on the company's credit quality.

ESG considerations

Barloworld Limited's ESG credit impact score is CIS-3

Exhibit 7

ESG credit impact score

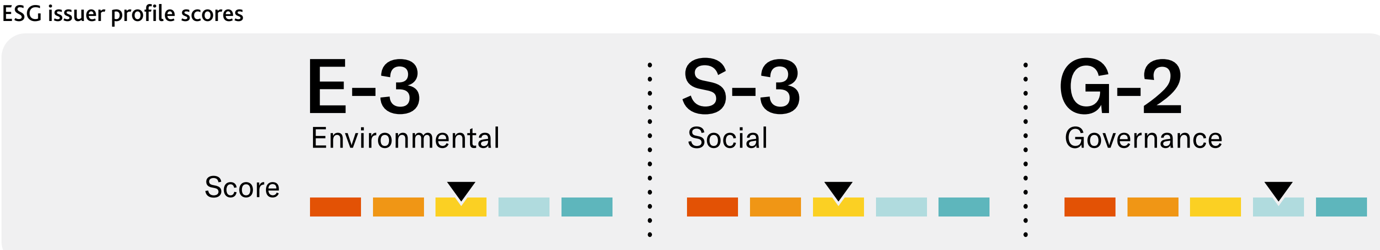


Source: Moody's Ratings

Barloworld's ESG Credit Impact Score of **CIS-3** indicates that ESG considerations have a limited impact on the current credit rating with potential for greater negative impact over time, reflecting moderate environmental and social risks and good governance characteristics and conservative financial policies.

Exhibit 8

ESG issuer profile scores



Source: Moody's Ratings

Environmental

The **E-3** reflects environmental risks as a distributor of Caterpillar heavy equipment. This includes carbon transition risks that will require reducing emissions from heavy machinery, but likely over a more extended timeframe than for manufacturers of dieselpowered transportation equipment. Risk related to waste and pollution is also moderately negative, in line with the broader manufacturing industry.

Social

The **S-3** reflects social risks, primarily related to human capital risks from potential disruptions to the availability of highly skilled labour, wage or benefits demands and entrenched labour unions in South Africa. The company faces some health & safety risks in its industrial equipment business given the handling of heavy machinery. These risks are partially offset by the company's focus on health and safety standards with the aim of minimizing accidents in the working environment. As primarily a distributor to commercial clients, the company has neutral to low exposure to customer relations risks.

Governance

Barloworld's **G-2** score reflects the company's conservative financial strategy and risk management as well as the high credibility and strong track record of its management. We note some risks related to the company's corporate structure with operational exposure across multiple southern African countries, as well as Russia and Mongolia that have different regulations and laws that can expose it to adverse changes or potential penalties for non-compliance.

ESG Issuer Profile Scores and Credit Impact Scores for the rated entity/transaction are available on Moodys.com. In order to view the latest scores, please click here to go to the landing page for the entity/transaction on MDC and view the ESG Scores section.

Liquidity analysis

Barloworld's liquidity is adequate. As of 30 September 2024, Barloworld has sufficient liquidity sources to meet its upcoming debt maturities, dividends, investments and operating expenses for the next 12 to 18 months. Liquidity sources comprise an unrestricted cash balance of ZAR4.7 billion and ZAR1 billion of undrawn Revolving Credit Facility.

Rating methodology and scorecard factors

The forward looking scorecard-indicated outcome of Baa3 is two notches above the actual rating assigned. This difference is mainly explained by Barloworld's exposure to cyclical industries, as well as its high exposure to South Africa and uncertainty around the sustainability of its Russian operations.

Exhibit 9

Rating factors

Barloworld Limited

Business and Consumer Service Industry Scorecard	Current FY Sep-24		Moody's 12-18 month forward view	
Factor 1 : Scale (20%)	**Measure**	**Score**	**Measure**	**Score**
a) Revenue ($ billions)	2.3	Ba	2.2 - 2.3	Ba
Factor 2 : Business Profile (20%)				
a) Demand Characteristics	Baa	Baa	Baa	Baa
b) Competitive Profile	Ba	Ba	Ba	Ba
Factor 3 : Profitability (10%)				
a) EBITA Margin	11.0%	B	10%	B
Factor 4 : Leverage and Coverage (40%)				
a) Debt / EBITDA	1.5x	A	1.7x	A
b) EBITA / Interest	3.0x	B	3x	Ba
c) RCF / Net Debt	59.8%	A	60% - 70%	Aa
Factor 5 : Financial Policy (10%)				
a) Financial Policy	Baa	Baa	Baa	Baa
Rating:				
a) Scorecard-Indicated Outcome		Ba1		Baa3
b) Actual Rating Assigned				Ba2

All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Moody's forecasts are Moody's opinion and do not represent the views of the issuer.
Sources: Moody's Financial Metrics™ and Moody's Ratings forecasts

Appendix

Exhibit 10

Peer comparison

Barloworld Limited

	Barloworld Limited Ba2 Stable			Caterpillar Inc. A2 Positive			Bidvest Group Limited, The Ba2 Stable		
(in $ millions)	FY Sep-22*	FY Sep-23	FY Sep-24	FY Dec-22	FY Dec-23	LTM Sep-24	FY Jun-22	FY Jun-23	FY Jun-24
Revenue	2,497	2,481	2,262	56,574	63,869	62,268	6,578	6,483	6,556
EBITDA	330	338	312	10,512	14,579	14,941	859	826	848
Total Debt	892	657	494	11,427	11,358	10,472	1,819	1,725	1,951
Cash & Cash Equivalents	521	545	274	7,522	9,956	6,530	678	469	475
EBITA Margin	10.8%	11.4%	11.0%	16.2%	20.8%	21.8%	9.9%	9.7%	9.9%
EBITA / Interest Expense	4.1x	3.2x	3.0x	17.4x	22.4x	22.4x	5.8x	5.6x	4.7x
Debt / EBITDA	2.5x	2.0x	1.5x	1.1x	0.8x	0.7x	2.3x	2.2x	2.2x
RCF / Net Debt	45.4%	117.8%	59.8%	156.4%	663.9%	231.3%	36.6%	31.7%	30.6%
FCF / Debt	-1.8%	3.3%	0.1%	23.4%	66.3%	66.3%	4.3%	-0.1%	1.3%

All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. LTM = Last 12 months.
*For Barloworld, the 2022 Debt/EBITDA metric excludes earnings and debt from the discontinued Car Rental and Leasing business. Barloworld completed the disposal of its Car Rental and Leasing business in December 2022.
Source: Moody's Financial Metrics™

Exhibit 11

Moody's-adjusted debt reconciliaiton

Barloworld Limited

(in RAND millions)	2019	2020	2021	2022	2023	2024
As reported debt	**8,369.0**	**11,723.0**	**13,799.0**	**12,275.0**	**11,847.0**	**8,505.0**
Pensions	2,111.0	1,916.0	173.0	500.0	538.0	-
Operating Leases	3,468.0	-	-	-	-	-
Non-Standard Adjustments	458.4	308.0	1,049.0	3,248.0	-	-
Moody's-adjusted debt	**14,406.4**	**13,947.0**	**15,021.0**	**16,023.0**	**12,385.0**	**8,505.0**

All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Barloworld's fiscal year ends on 30 September, and '2024' refers to the period ended 30 September 2024. 2021 financials were restated to exclude discontinued operations from the Car Rental and Leasing business. Moody's-adjusted debt includes debt from discontinued operations.

*Source: Moody's Financial Metrics*TM

Exhibit 12

Moody's-adjusted EBITDA reconciliaiton

Barloworld Limited

(in RAND millions)	2019	2020	2021	2022	2023	2024
As reported EBITDA	**7,057.0**	**3,888.0**	**4,728.0**	**5,215.0**	**6,116.0**	**5,766.0**
Pensions	99.0	17.0	18.0	(5.0)	15.0	16.0
Operating Leases	1,156.0	-	-	-	-	-
Unusual Items	(193.0)	452.0	(188.0)	-	-	-
Moody's-adjusted EBITDA	**8,119.0**	**4,357.0**	**4,558.0**	**5,210.0**	**6,131.0**	**5,782.0**

All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Barloworld's fiscal year ends on 30 September, and '2024' refers to the period ended 30 September 2024. 2021 financials were restated to exclude discontinued operations from the Car Rental and Leasing business. Moody's-adjusted debt includes debt from discontinued operations.

*Source: Moody's Financial Metrics*TM

Exhibit 13

Overview on selected historical and forecasted Moody's-adjusted financial data

Barloworld Limited

(in RAND millions)	2019	2020	2021*	2022*	2023	2024	2025F	2026F
INCOME STATEMENT								
Revenue	60,206	33,909	34,123	39,383	45,028	41,908	41,055	43,348
EBITDA	8,119	4,357	4,558	5,210	6,131	5,782	5,361	5,572
EBITA	4,701	2,116	3,545	4,247	5,111	4,592	4,129	4,272
Interest Expense	1,288	975	905	1,031	1,606	1,546	1,300	1,374
BALANCE SHEET								
Cash & Cash Equivalents	7,115	5,832	10,760	9,364	10,273	4,725	5,216	6,159
Total Debt	14,406	13,947	15,021	16,023	12,385	8,505	9,005	9,505
Net Debt	7,291	8,115	4,261	6,659	2,112	3,780	3,789	3,346
CASH FLOW								
Funds from Operations (FFO)	5,901	3,345	6,181	6,144	4,384	3,194	3,283	3,408
Cash Flow From Operations (CFO)	5,144	4,360	7,112	3,792	3,336	1,940	2,419	3,009
Capital Expenditures	(1,827)	(963)	(971)	(958)	(1,030)	(994)	(1,261)	(1,280)
Dividends	1,057	1,127	657	3,120	1,897	935	847	926
Retained Cash Flow (RCF)	4,844	2,218	5,524	3,024	2,487	2,259	2,437	2,482
RCF / Net Debt	66.4%	27.3%	129.6%	45.4%	117.8%	59.8%	64.3%	74.2%
Free Cash Flow (FCF)	2,260	2,270	5,484	(286)	409	11	312	803
FCF / Debt	15.7%	16.3%	36.5%	-1.8%	3.3%	0.1%	3.5%	8.4%
PROFITABILITY								
% Change in Sales (YoY)	0.2%	-43.7%	0.6%	15.4%	14.3%	-6.9%	-2.0%	5.6%
EBITA Margin	7.8%	6.2%	10.4%	10.8%	11.4%	11.0%	10.1%	9.9%
EBITDA Margin	13.5%	12.8%	13.4%	13.2%	13.6%	13.8%	13.1%	12.9%
INTEREST COVERAGE								
(FFO + Interest Expense) / Interest Expense	5.6x	4.4x	7.8x	7.0x	3.7x	3.1x	3.5x	3.5x
EBITA / Interest Expense	3.7x	2.2x	3.9x	4.1x	3.2x	3.0x	3.2x	3.1x
EBITDA / Interest Expense	6.3x	4.5x	5.0x	5.1x	3.8x	3.7x	4.1x	4.1x
LEVERAGE								
Debt / EBITDA	1.8x	3.2x	2.2x	2.5x	2.0x	1.5x	1.7x	1.7x
Net Debt / EBITDA	0.9x	1.9x	0.9x	1.3x	0.3x	0.7x	0.7x	0.6x

All data based on adjusted financial data, which follow our Financial Statement Adjustments in the Analysis of Nonfinancial Corporations methodology. Barloworld's fiscal year ends on 30 September, and '2024' refers to the period ended 30 September 2024.

*2021 and 2022 Debt/EBITDA metric excludes earnings and debt from the discontinued Car Rental and Leasing business. Barloworld completed the disposal of its Car Rental and Leasing business in December 2022.

Moody's forecasts are Moody's opinion and do not represent the views of the issuer.

Sources: Moody's Financial Metrics™ and Moody's Ratings forecasts

Ratings

Exhibit 14

Category	Moody's Rating
BARLOWORLD LIMITED	
Outlook	Stable
Corporate Family Rating	Ba2
ST Issuer Rating -Dom Curr	NP
NSR Corporate Family Rating	Aa1.za
NSR ST Issuer Rating	P-1.za

Source: Moody's Ratings

REPORT NUMBER 1437428

CLIENT SERVICES

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454