

# MARLU TRANSPORT

S O L U T I O N S





Marlu Transport Solutions, proudly Indigenous owned, is a Western Australian (WA) based mining & construction services company specialising in delivering vehicles, equipment and tailored financial solutions to corporate clients and government sectors.



Our highly experienced management team has more than 20 years' experience with tier 1 mining and mining services-related labour hire businesses.

Traditional owners on Noongar, Nyamal and Nyiayparli Country, Marlu uses our extensive industry connections and trusted relationships within the mining, construction and financial services industry, allowing us to be agile and provide market-leading solutions to our clients.

Marlu Transport Solutions has now extended its services from Western Australia, across to the Northern Territory and into North Queensland offering general freight, long haul and fleet hire services.

Our team specialise in long-term, equipment dry hire and rent to buy options, we understand that acquiring equipment for mining and construction projects carries a significant financial obligation and that the industry can move very quickly.

Marlu provides the equipment, vehicles and machinery necessary to fulfil upstream contractual obligations, both large and small, on terms that are flexible, simple, tailored and aligned to their needs.

We endeavour to always maintain the highest quality fleet with the latest equipment, having an average asset age of only 1.6 years across all of our vehicle assets.

We currently have existing mine-specification vehicle fleets on major WA mines.



Marlu is proud of our Aboriginal connections to country within Western Australia and have been welcomed into Larrakia Nation in Northern Territory.

Throughout our various businesses we are proud to be supporting our Indigenous partners with employment and training for Aboriginal youths aged between 15-18 years old, laying the foundation for their future careers, and believe that we lead the way by example in self empowerment and determination for Aboriginal people.







**OUR VALUES**

**Simplicity** – We aim to simplify the vehicle and asset requirements of our clients by delivering on our commitments and allowing them to focus on the projects at hand.

**Integrity** – We strive to provide the best customer service and always deliver reliably for our clients.

**Community** – We live, breathe and engage with the communities in which we operate in regional Western Australia and participate in furthering Indigenous business and employment throughout WA and Northern Territory.

**Environment** – We are committed to sustainability by assisting businesses with transitioning

to greener fleet alternatives and therefore assisting in the reduction of Co2 emissions in line with their decarbonisation.

**CAPABILITIES**

Marlu are transport, vehicles and mining equipment rental specialists with considerable experience across an extensive range of commodities including gold, nickel, coal, iron ore and lithium.

Our specialist team has extensive experience in supporting a wide range of infrastructure projects including rail lines, roads, pipelines powerlines, bridges and buildings.

Working closely with mining firms on a multitude of capabilities, we understand

the industry our clients work in and we continue to invest in our fleet to deliver a wide range of solutions to meet their needs.

We offer clients greater flexibility with less red tape, so they can focus on their business and leave fleet management to us.

**GOVERNMENT FLEET**

Marlu specialises in providing advanced vehicle fleet management solutions to both the corporate sector and local, state and federal government in Australia.

Our aim is to provide long-term value when it comes to asset procurement and world-class mobility solutions for our public sector partners. In particular, our technical

expertise ensures we are well placed to support power and utility organisations.

We achieve this by being at the forefront of the latest innovation in software, engineering and green energy to continually expand our capabilities.

Our specialist team provide a diverse range of assets to meet specific needs, from light and heavy commercial vehicles, passenger vehicles and highly customised, purpose-built units.

We welcome the opportunity to tender on any government contracts and discuss specific requirements so we can create a bespoke plan for fleet management.

**DRY HIRE**

A dry hire solution allows businesses to obtain the equipment they need, without the need to apply for finance with the banks or tie up cash by purchasing assets outright.

A dry hire solution can often be more efficient from a cashflow management perspective.

Our dry hire rental solution gives clients the ability to retain full control over the management and maintenance of all onsite equipment, with additional, ongoing support from Marlu staff as required.

Our dry hire customers will have access to Marlu's back-up assistance and specialist services from our repair and service partners.

**RENT TO BUY**

Marlu offers our clients the opportunity to rent-to-buy. This means at the end of the rental term our clients have the option to purchase the asset for an agreed price.

**USED FLEET PROCUREMENT SERVICES**

Marlu offers an equipment procurement service to our clients.

We can leverage our extensive networks and experience in sourcing high quality, well-maintained machinery or vehicles as an alternative to buying new.

On a case-by-case basis, we can offer quality secondhand assets on a dry hire or rent-to-buy agreement.





Unsafe driving can be a significant cost to businesses in employee injuries, lost productivity, asset damage, litigation and fines.

Marlu can provide leading In-Vehicle Monitoring Systems (IVMS) to your machinery and vehicles to provide you comprehensive fleet management and asset tracking capability.

Our IVMS can also provide baseline Co2 Emission data tracking which allows our clients to accurately track their emission outputs. This data can assist with any decarbonisation plans that are either currently in place or by helping clients looking to implement this in the future.

#### **SPECIALISED ASSET CAPABILITY**

Marlu will arrange the procurement of any vehicle available for sale in Australia and any specialised vehicle fit-out to suit our clients' specific needs.

Through our partnership with mining-related motor body builders located in WA, we have vehicles currently in our fleet ranging from ambulances, service vehicles GVM upgraded LV's, scaffold trucks and even fire trucks for the Department of Fire and Emergency Services (DFES).

Our specialist team is able to supply across a range of asset categories for our clients:

- Light duty vehicles
- Trucks & buses
- Generators, containers & lighting (both diesel and electric)
- Cranes, forklifts, boom & scissor lifts
- Tippers, trailers & trucks.
- Electric vehicles and equipment
- Earthmoving
- One-off custom items

Marlu can procure and provide rental terms for any vehicle assets or assist with specialised builds. Please get in touch with our team if you require information on any assets not listed overleaf.



***We acknowledge the Traditional Custodians of the land, seas and rivers and pay our respects to all Elder's past, present and emerging, here on where we work and live.***





# OUR FLEET



Mine Spec Light Vehicle - Utility

Mine Spec Light Vehicle – 4WD

Mine Spec Large – 4WD



Mine Spec Trucks – 2WD or 4WD\*

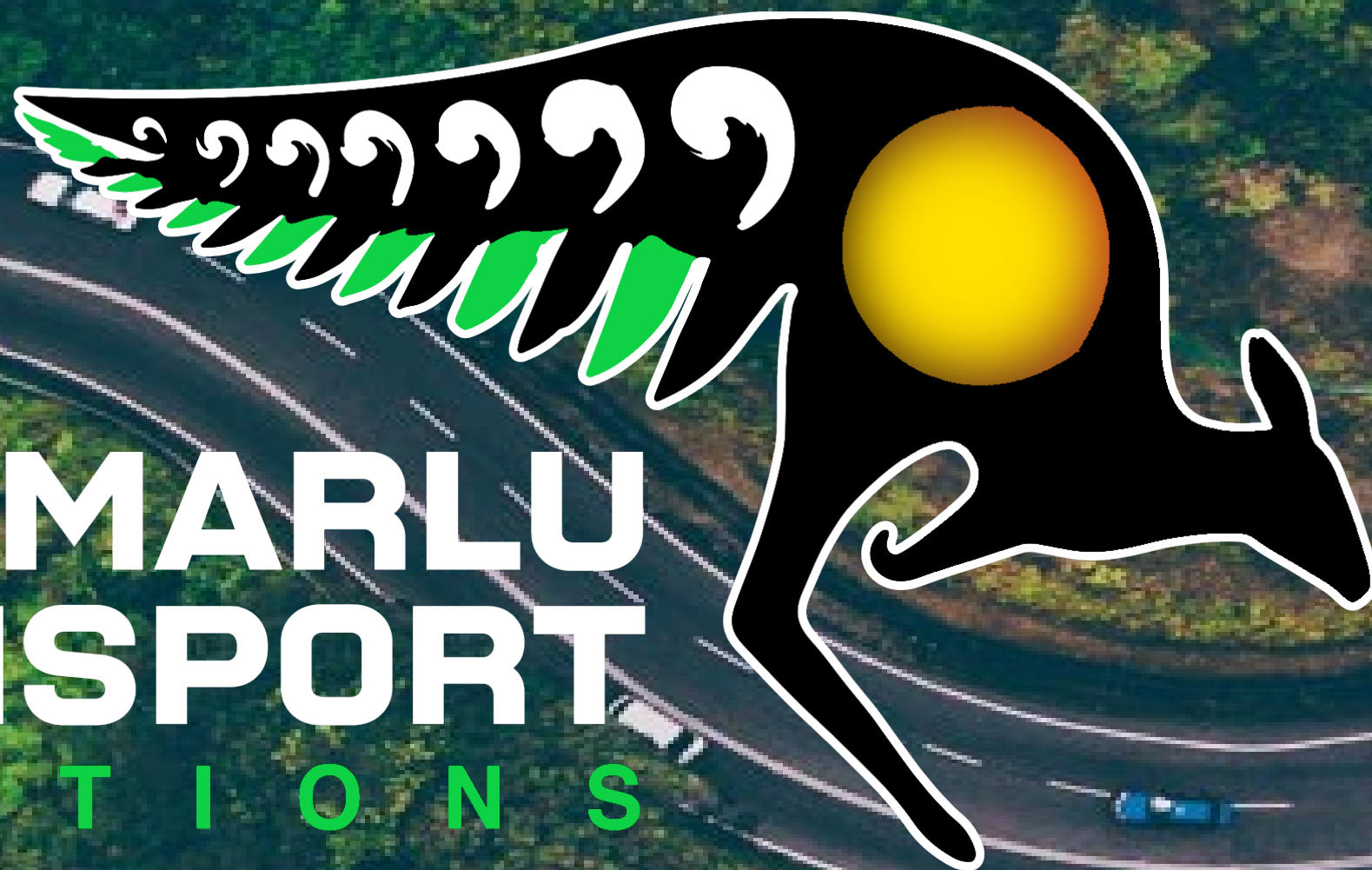
Toyota Hiace 12-Seater Bus

12-20 KL Water Carts

\*GVM Upgraded Vehicles Available

# MARLU TRANSPORT

S O L U T I O N S





# About



Marlu Transport Solutions is one of Western Australia's leading provider of commercial electric vehicle (EV) fleets.

Marlu provides leased electric vehicles, charging infrastructure and fleet services solutions to business clients and mining service providers throughout Western Australia and Northern Territory.

Marlu identified the need to support our clients with green planning, making it easy to replace existing fleets with carbon-free, EVs.

Marlu is quickly becoming Western Australia's leading EV Fleet providers to the State's largest mining service companies.

Our local team works closely with Western Australia's largest mining service providers to enhance business relationships and provide large scale, EV fleet transition solutions.

We provide clients with databased solutions to help understand their specific fleet and charging infrastructure requirements.

## GREEN IS THE NEW BLACK

Marlu provides sustainable, mass market, EVs to clients throughout Western Australia that reduce carbon emissions.

'Together, we can create a steady transition to green energy and products to create a meaningful change towards a sustainable future in Western Australia.'

*-Marlu Transport Solutions*

## WHY ELECTRIC?

The Western Australian Government has set a target of achieving net zero emissions by 2050.

Marlu is leading the way in helping the government reach this target by providing EV fleets to clients throughout Western Australia and Northern Territory

- 1.EVs cost less to own, run and maintain
- 2.EVs cost around 70% less to refuel
- 3.EV batteries can be recycled, reducing the need to mine for new components
- 4.EVs can be fully recharged in 30 minutes

## WHY MARLU?

At Marlu, we understand the switch to EVs can be challenging for companies.

We work closely with our clients to keep things simple and help guide them through this transition.

Our locally based team works with businesses throughout Western Australia to help manage the entire process. Marlu provides large scale, commercial EV fleet transition solutions including charging infrastructure and service support to businesses throughout Western Australia and Northern Territory.





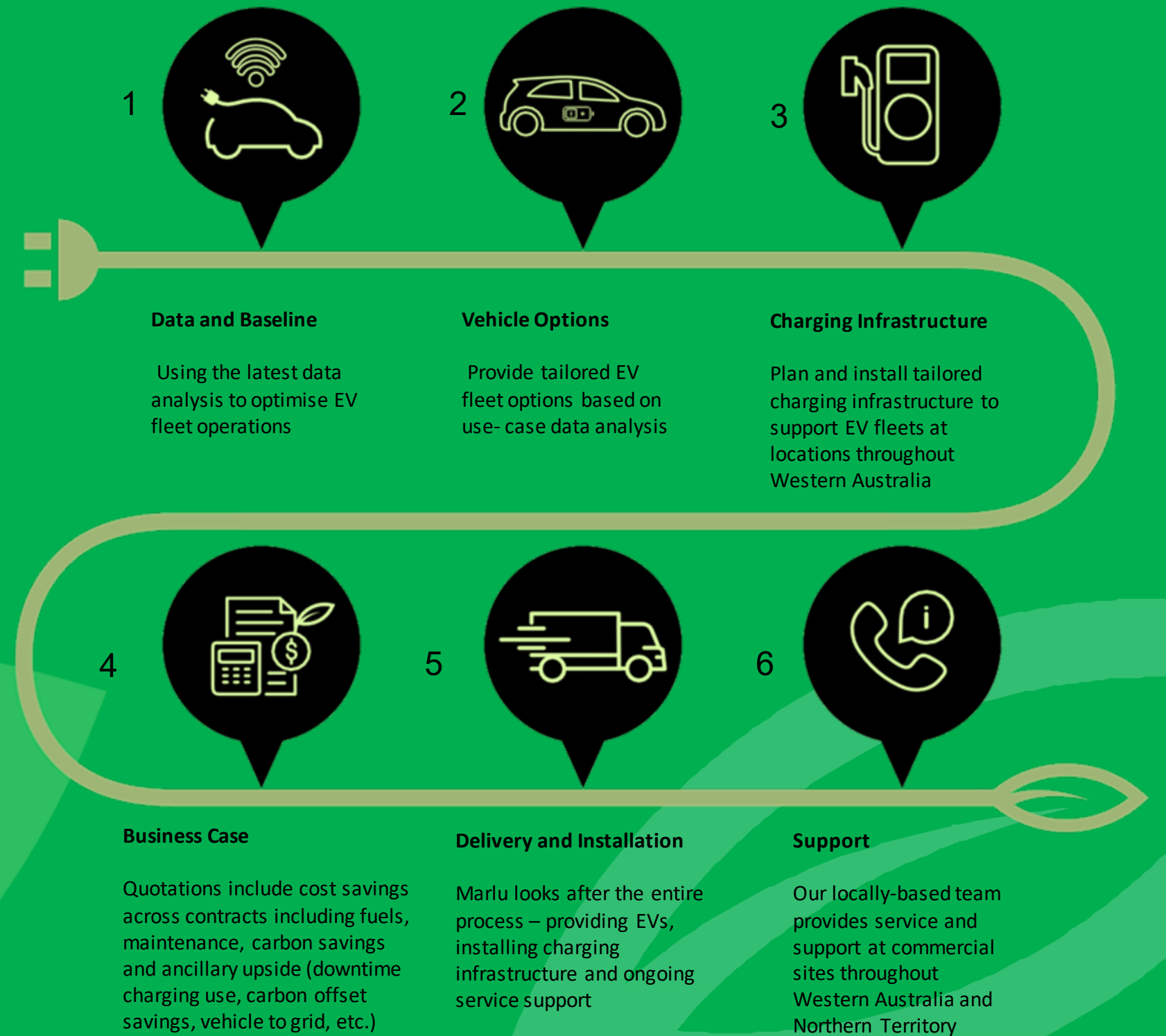
# Approach

***Marlu works closely with some of Western Australia's largest businesses and mining service providers to meet their EV fleet requirements.***

Our friendly team makes this process simple, using the latest data analytics to design fleet solutions tailored to operational needs.

The companies we work with trust Marlu thanks to our close working relationship and collaborative approach to finding the right solutions for their commercial operations.

Our tried and tested, six step approach is based on the latest data analytics to plan and deliver the EV fleet solutions you require.







# Approach

## DATA AND PLANNING

Marlu helps optimise operations by developing comprehensive use case and baseline data for vehicle fleets. Data analytics help our team shape a specific transition plan for our clients, including EV recommendations. Everything from battery degradation to EV charging times is included in our comprehensive fleet assessment report.

We help you to carefully consider performance and operational requirements, vehicle selection, return on investment and environmental impact. Our best fit approach helps you calculate how much you'll save on fuel and carbon emissions.

## ELECTRIC VEHICLE FLEET

Marlu is one of Western Australia's leading provider of EV fleets. Our transition planning aims to select the right vehicle to maintain productivity and reduce costs.

Realtime charging data optimizes fleet performance time, allowing clients to effectively manage fleets.

Fleets operating across different utility service territories can calculate charging costs through our smart system. Once the transition plan is agreed, Marlu delivers fit-for-purpose EVs to our clients on lease terms.

## VEHICLE CHARGING INFRASTRUCTURE

Marlu provides charging infrastructure solutions tailored to our client's needs. Data analysis helps determine a charging schedule that ensures vehicle availability to support operations. This data helps us plan recharging infrastructure to suit our client's specific needs. Marlu advises our clients on the most suitable charging hardware to suit their requirements. Our teams then deliver and install charging stations at specific points to keep EV fleets fully charged and operational. Using data analytics, Marlu's infrastructure planning helps fleets understand charging requirements.

We assess all fleet requirements including power projections per site, at home charging needs, hourly power demand, on site energy costs and multi-year projections. Marlu offers a range of charging hardware solutions to optimise vehicle fleet availability. Our team use telematics data to track vehicles and schedule recharging to ensure constant fleet availability. This data provides a 24/7, real time view of vehicle fleets to manage and optimise operational performance. Our approach helps optimise fleet performance, providing live charging data and vehicle availability.

## SERVICE AND SUPPORT

Our local based team provides service and support at commercial sites throughout Western Australia.



# Contact

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