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AECI and GE create alliance to distribute water treatment products in Africa

ImproChem Proprietary Limited, a wholly-owned subsidiary of AECI Limited (JSE: AFE) and GE Betz, a leading global supplier to the treatment and process chemical industries and a General Electric company, have signed an agreement that will see ImproChem distribute GE's water and chemical process technologies, monitoring solutions and water and process equipment systems in Africa.

The distribution agreement will leverage ImproChem's extensive local expertise and GE's advanced technologies to create greater access to innovative water solutions in the African market. The agreement will cover South Africa, Angola, Kenya, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Nigeria, Reunion, Tanzania, Uganda, Zambia, Zimbabwe and.

The alliance is in line with AECI's strategic intent to become the supplier of choice of specialty chemicals and services for customers in Africa.

ImproChem provides integrated water, energy and air solutions to the chemical, refining, petrochemical, mining and food and beverage industries. The agreement will enable ImproChem to deliver GE's latest water technologies to its customers to further improve efficiency, while reducing operating costs.

"The signing of the distribution agreement for Africa will strengthen both GE and ImproChem's presence in the water and process chemicals and equipment systems market in Africa," said Louis du Toit, Managing Director, ImproChem.

The cooperation with GE Betz ensures that ImproChem's customers will continue to benefit from leading technology and supports ImproChem's strategy of growing its current and future business in new territories. For its part, GE Betz will benefit from partnering with a well-established company that has developed a good geographic footprint in Africa in partnership with its customers.

GE and ImproChem have also entered into a memorandum of understanding to explore further business opportunities to better serve customers throughout Africa. In terms of this, ImproChem gains immediate access to all GE Betz's chemical and monitoring solutions technologies, as well as to the engineered systems packages of General Electric's Power & Water Division.

Ends.