



REUNERT

REUNERT LIMITED

**GROUP OVERVIEW AND
BUSINESS UNITS**

2018

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This fact sheet sets out the business units of Reunert Limited's three business segments and their products and services, distribution channels, market sectors and intellectual property. It excludes the 'Other' segment. It is a supplementary report to Reunert's 2018 integrated report, available at www.reunert.co.za/downloads/reports/2018/Reunert_IR_2018.pdf

The business segments identified are Electrical Engineering, Information Communication Technologies (ICT), Applied Electronics and Other. The segments have been identified based on products, technology, services, markets and customer segmentation.

Electrical Engineering encompasses the design, manufacture, installation and maintenance of a complete range of power cables, the manufacture and supply of copper and optical fibre telecommunication cable, the manufacture and supply of low voltage distribution, protection and control equipment and the supply of high and medium-voltage switchgear and transformers.

This segment's market includes municipalities, parastatals, utilities, the mining and building industries.

ICT is a provider of data and voice communication and network services and solutions; a distributor of business systems with products focusing mainly on office automation and telecommunications; and asset-based rental solutions.

The market comprises corporate and retail customers, small to medium-sized enterprises (SMEs), government and state-owned entities.

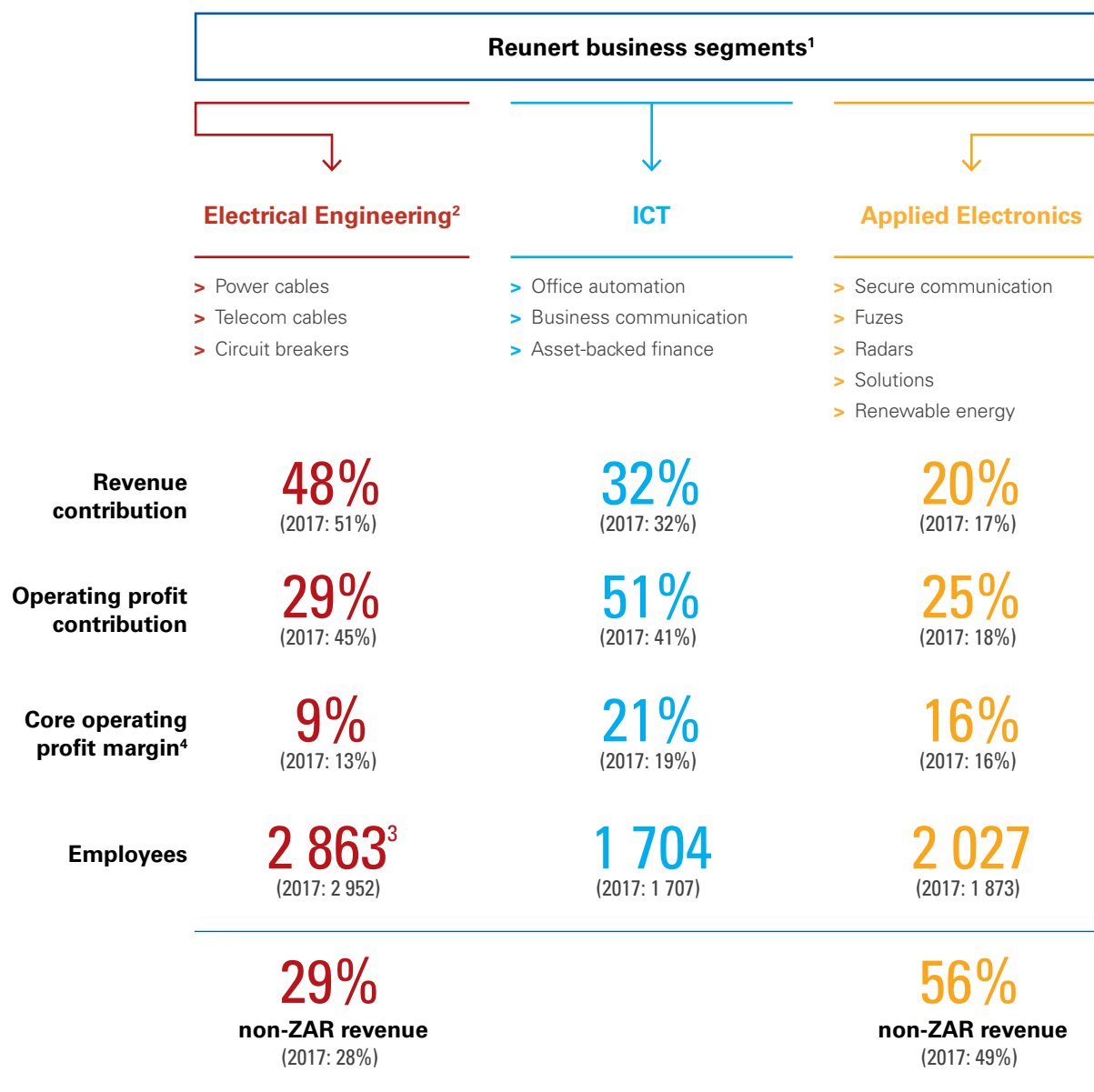
Applied Electronics specialises in tactical very high frequency/ultra high frequency/high frequency (VHF/UHF/HF) communication systems; designs and manufactures fuzes and related defence products for artillery, mortar, naval and aircraft weapon systems; develops and manufactures ground and naval search and tracking radar systems; designs and manufactures mining radar sensor systems used in open-cast mining; manufactures electronic components and printed circuit boards (PCBs); provides renewable energy engineering solutions; develops and designs robotics; and develops cryptographic products and solutions to meet cybersecurity requirements.

In addition, this segment manufactures and supplies remote-controlled weapon platforms and supplies system engineering and logistic support services in telecommunications, radar, satellite, mining, fare management and transportation fields. Markets here are local and international defence forces, mining houses, municipalities and corporates.

The other segment is made up of the group's administration, finance and property portfolio.

The majority of the group's operations are situated in South Africa with operations in Australia, Lesotho, Mauritius, Sweden, the United States of America and Zambia.

THE REUNERT BUSINESS SEGMENTS



¹ Excludes the 'Other' segment.

² Includes contribution from Telecom Cables joint venture.

³ Includes 50% of the joint venture's employees.

⁴ Excludes HEPS and NHEPS adjustments to ICT and Applied Electronics.

ELECTRICAL ENGINEERING

The Electrical Engineering segment comprises business units with a significant footprint across the electrical and telecommunications infrastructure industries.



www.africancables.com

CBI-electric: African Cables

African Cables designs and manufactures a comprehensive range of electrical conductors, cables and accessories up to 275 kilovolts (kV). The power installations division specialises in the turnkey installation, testing and maintenance of medium and high-voltage cable systems up to 400 kV.

Products and services

The business unit produces low-voltage PVC/XLPE insulated cables, medium-voltage XLPE and paper-insulated lead cables (PILCs), low-cost reticulation cables including aerial bundled conductor (ABC) and overhead split concentric cables (OHSCs), aluminium conductor steel-reinforced (ACSR), high-voltage XLPE insulated cables and associated installation, testing and maintenance services. It also produces cable accessories for high, medium and low voltage and telecommunications.

Distribution channels

African Cables has a direct channel for the utilities, mining and industrial sectors, as well as an indirect channel through solution integrators, engineering and procurement contractors (EPC), distributors and wholesalers.

Market sectors

Sectors include the mining, industrial, utilities, commercial and general markets.

Intellectual property

- > Zerotox (cable insulation compound that does not emit noxious gases in case of an underground fire).
- > CBiD (cable theft prevention system).



www.zamefa.com

CBI-electric: Zamefa

Zamefa designs and manufactures a comprehensive range of low-voltage electrical energy cables, and insulated wires and cables up to 800 mm². In addition, it designs and manufactures overhead aluminium conductors (ACSR) and solid sector aluminium low-voltage energy cables, and oxygen-free copper rod according to ASTM49.

Products and services

The business unit produces low-voltage PVC/XLPE copper and aluminium insulated cables up to 3,3 kV, low-voltage PVC insulated general wires and aluminium conductor, steel reinforced conductor and oxygen free copper casted rods ASTM B49 up to 16 mm².

Distribution channels

Zamefa has a direct channel for utilities, mining and industrial sectors and cable manufacturers as well as an indirect channel through solution integrators, EPCs, integrators, EPCs, distributors and wholesalers.

Market sectors

Zamefa services central and East African market sectors which comprise mining, utilities, agricultural, cable manufacturers, electrical contractors and industrial customers.

Intellectual property

Copper upcasted, oxygen-free rod according to ASTM B49.



www.cbitele.com

CBI-electric: Telecom Cables

Telecom Cables designs, manufactures and supplies copper and optical fibre telecommunications cables and cable ducts for the telecommunications, industrial and structured data cabling markets.

Products and services

The business unit produces copper and optical fibre cables and cable ducts.

Distribution channels

Telecom Cables has a direct channel to major telecommunication operators including SOEs and the industrial market, and an indirect channel through distributors to municipalities, and through integrators and EPC companies.

Market sectors

Sectors include fixed and mobile network operators, petrochemical, transport, power, structured cabling and mining industries.

Intellectual property

- > Infraduct (cable ducts).
- > Lambda (structured data cable).



www.cbi-lowvoltage.co.za

CBI-electric: Low Voltage

Low Voltage supplies low-voltage electrical distribution, protection and control equipment and customer-specific solutions. On average, 65% of own manufactured products are exported, mainly to the USA, Europe, Australia and Asia.

Products and services

The business unit produces circuit breakers, earth leakage devices, surge protection devices, switchgear, electricity meters, automation and control devices, motor control devices, wiring accessories and monitoring devices.

Distribution channels

Low Voltage has channel partners (i.e. electrical distributors), system integrators and original equipment manufacturers (OEMs) in South Africa, Europe and Asia, and wholly owned subsidiaries in Australia and North America.

Market sectors

Sectors include residential, commercial, mining, utilities, industrial, equipment manufacturers and retail.

Intellectual property

Owns the intellectual property rights to all products it manufactures.

INFORMATION COMMUNICATION TECHNOLOGIES

The segment is adapting to the changing ICT landscape. We are leveraging our strong brands, wide-reaching distribution and service network to build a modern ICT service provider.

OFFICE AUTOMATION

NASHUA

www.nashua.co.za

Nashua

Nashua is a total workspace provider that offers a range of solutions and services which enable better business and outcomes.

Solutions and services

- > From voice to data and document management for the freedom to confidently grow businesses.
- > Multi-functional printer (MFP) devices, managed print software and solutions, production printing devices, document management solutions to drive workspace efficiency.
- > Telephony and connectivity solutions (in conjunction with ECN) to provide the correct answers in record time.
- > Smart solutions, such as interactive white boards and projectors enabling collaboration, enlightenment and innovation.
- > Surveillance and access control to provide peace of mind.
- > A suite of products and services is sourced from local and international partners and suppliers, including Ricoh and Hewlett-Packard.

Distribution channels

Nashua has distribution channels through Nashua Holdings, Nashua Kopano and independent franchises, selected dealers and independent brokers.

Market sectors

Sectors include corporate, small and medium enterprises (SMEs), state-owned enterprises (SOEs) and government.

Intellectual property

Trademark and naming rights for Nashua in southern African and selected African countries.



www.prodoc.se

Prodoc

Prodoc is based in Sweden and offers a range of products and services to deliver effective workplaces.

Products and services

Prodoc creates modern and user-friendly services focusing on information and document management, video meetings and meeting techniques.

Distribution channels

Prodoc's direct sales offices are in Stockholm, Malmö, Helsingborg and Gothenburg. Prodoc also provides its suite of products and services through selected dealers and IT outsourcing partners in Scandinavia and the Baltics.

Market sectors

Market sectors include corporate, SMEs, SOEs and government.

Intellectual property

Trademark and naming rights for Prodoc in Sweden.



www.pansolutions.co.za

PanSolutions

PanSolutions imports, markets and distributes a portfolio of business and specialised products and solutions under the brands of Kyocera and Panasonic.

Products and services

The business unit is a distributor of Kyocera multi-function printing devices and software solutions, as well as Panasonic's range of Broadcast, Toughbook, projectors and display products.

Distribution channels

Kyocera's products are distributed through a channel of PanSolutions' authorised dealers, with Panasonic's products distributed through selected specialist independent dealers and integrators.

Market sectors

Sectors include SMEs, broadcast and tertiary sectors and corporate customers.

Intellectual property

Trademark for PanSolutions.

BUSINESS COMMUNICATION



www.ecn.co.za

ECN

ECN is a market leader in next generation networks offering a range of voice, data and hosted services.

Products and services

The business unit is responsible for a broad set of cost-effective and innovative voice products and services delivered over fixed-line and wireless access circuits. These include cloud-based virtual private branch exchange (PBX) offerings, hosted call recordings, geographic number portability and business internet access products.

Distribution channels

ECN has an indirect channel to market consisting of Nashua franchises and other independent dealers, service providers and wholesalers.

Market sectors

Sectors include corporate and SMEs, mainly in South Africa.

Intellectual property

Not applicable.


www.skywire.co.za

SkyWire

SkyWire delivers a superior, fixed-wireless point-to-point data solution, efficiently and speedily connecting businesses.

Products and services

SkyWire provides wireless, fibre satellite and LTE connectivity solutions across a single, next-generation countrywide network. With more than 50 000 high sites around South Africa, a full suite of telecommunication solutions and peering points throughout the country, SkyWire provides fast, effective and affordable wireless last mile access. Voice, video, PABX, SD-WAN, MPLS and data traffic can be routed across the infrastructure. As a tier-one connectivity provider,

SkyWire also provides premium internet access tailor-made to provide full redundancy and turnkey solutions to customers.

Distribution channels

SkyWire distributes directly to and via its partners.

Market sectors

Sectors include corporate and SMEs.

Intellectual property

Not applicable.


www.nashua-communications.com

Nashua Communications

Nashua Communications is a leading provider of converged enterprise network and communications solutions.

Products and services

The business unit specialises in the design, implementation and support of converged networking, communications and security solutions that use open, standards-based architectures to unify communications and business applications for a seamless collaboration experience. Its core focus is on Microsoft Office 365 and Unify Communications solutions, with a proven record of accomplishments in the enterprise, mid-market and upper-end SME markets. Using a solutions

engineering approach, our customers are able to improve their productivity and reduce costs through easy-to-deploy solutions.

Direct channels

Nashua has a national footprint and extensive direct channel partner network throughout South Africa and the Southern African Development Community (SADC) region.

Market sectors

Market sectors include corporates, government and multi-site large enterprises.

ASSET-BACKED FINANCE


www.quincecapital.co.za

Quince Capital

Trading as Quince Capital and Nashua Finance, Quince provides asset-backed financial solutions to the Reunert ICT business units.

Products and services

The business unit provides asset-backed financial solutions.

Distribution channels

Quince Capital has a distribution channel through Reunert's ICT segment companies.

Market sectors

Sectors include corporate, SMEs, SOEs and government.

Intellectual property

- > FinSight credit vetting system.
- > Quince Capital®.

APPLIED ELECTRONICS

Applied Electronics develops, manufactures and distributes high-technology electronics to a wide range of industries globally.

SECURE COMMUNICATIONS



www.reutechcomms.com

Reutech Communications

Reutech Communications specialises in secure communication systems for tactical airborne, land and naval-based platforms as well as secure network-centric solutions for command and control, blue force tracking, forward observation link and messaging services.

Products and services

The business unit provides tactical, mobile and static secure radio communication systems, data tracking and information management solutions.

Distribution channels

Reutech Communications has strategic partnerships with local and international ministries of defence and parastatals for technology and product development, products and customised system solutions. These include partnerships with local and international OEMs and system houses for product and system solutions, and with international in-country resellers and support centres with a proven track record and product support capability.

Market sectors

Sectors include ministries of defence (South Africa and other countries) and local and international OEMs.

Intellectual property

Reutech Communications owns intellectual property developed through internal funding, shared and customer funding as well as various local and international brands.



www.omnigo.co.za

Omnigo

Omnigo is an electronic contract manufacturer with a specialised production facility for the population and assembly of printed circuit board assemblies (PBAs). Omnigo makes customer designs a reality by delivering a superior quality product, which allows customers to focus on their core business.

Products and services

The business unit specialises in surface mount device population of printed circuit boards (PCBs), conventional manufacturing (through hole manufacturing), harness manufacturing, sub and final assembly, testing, screening and industrialisation.

Distribution channels

Omnigo distributes through its sales team and long-term relationships with local and international defence companies as well as partnerships with development companies.

Market sectors

Omnigo can service any industry that has an electronic manufacturing need, with a specific focus on the defence market. Its major customers include local and international defence companies.

Applied Electronics continued



www.nanoteq.com

Nanoteq

Nanoteq specialises in the design, development and industrialisation of cryptographic products and solutions to meet cybersecurity and cyberdefence requirements.

Products and services

The business unit produces high-grade hardware-based cryptographic products and cybersecurity solutions for the modern ICT and tactical communication networks. Solutions are well positioned as enablers for the Internet of Things.

Distribution channels

Nanoteq distributes through direct selling and via selected agents, facilitators and resellers.

Market sectors

Sectors include government, defence and finance markets.

Intellectual property

- > Cryptographic Autonomy Development Stations.
- > Crypto Module suite (QCM™).

FUZES



www.fuchs.co.za

Fuchs Electronics

Fuchs Electronics provides advanced electronic fuze technology. Capabilities include electronic and precision mechanical design and high-volume production of electro-mechanical assemblies.

Products and services

The business unit produces electronic fuzes.

Distribution channels

Fuchs Electronics distributes through partnerships with international OEMs, defence ministries and other organisations.

Market sectors

The majority of products are exported to international defence OEMs and defence ministries.

Intellectual property

Owns the intellectual property on all Fuchs Electronics' products.



www.dopptech.co.za

DoppTech

DoppTech is a specialist developer and manufacturer of small-calibre fuzes, containing sophisticated miniaturised mechanical and electronic systems.

Products and services

The business unit's main product range is fuzes for 40 mm low-velocity and high-velocity ammunition.

Distribution channels

DoppTech distributes through partnerships with international fuze companies and OEMs.

Market sectors

All its products are exported to international partners.

Intellectual property

The business unit owns intellectual property on 95% of DoppTech's fuze range.

RADARS



www.reutechradar.com

Reutech Radar Systems

Reutech Radar Systems develops and manufactures search and tracking radar systems and subsystems for local and export markets. Its technology includes radar sensor systems used globally at mining operations.

Products and services

The business unit produces movement and surveying radars (MSRs), sub-surface profiler (SSP) radar for underground mining safety applications, 904/906 family of surveillance radars, frequency modulated continuous wave (FMCW) optronics radar tracker (FORT) and an RSR 210 naval air/sea surveillance radar.

Distribution channels

Reutech Radar Systems distributes through its sales team, partnerships in the defence market and consultants and distributors in the mining environment.

Market sectors

Sectors include defence, mining and security.

Intellectual property

- > Floodlight radar system for detecting and locating moving targets in 3D.
- > StealthRad™
- > A global provisional patent on the SSP.
- > Patent in the non-level deployment functionality of the MSR.

SOLUTIONS



www.reutechsolutions.com

Reutech Solutions

Reutech Solutions supplies turnkey solutions in the telecommunications and sensor industry. It designs, engineers and manufactures remote controlled stabilised weapons platforms.

Products and services

The business unit manufactures remote controlled stabilised weapon platforms and engineering through-life-support of telecommunications networks and sensors.

Distribution channels

Reutech Solutions distributes through its sales team and dual distribution channels.

Market sectors

Reutech Solutions operates in the South African National Defence Force (SANDF), South African Police Service (SAPS), SOEs and export market (shipyards and vehicle OEMs) sectors.

Intellectual property

Owns intellectual property developed through internal, shared and customer funding.

Applied Electronics continued



Proud member of the Reunert Limited Group

www.ryonic.io

Ryonic Robotics

Ryonic Robotics is a robotic design and development company at the forefront of robotics systems for various industries and applications. A team of professional engineers develops and designs all hardware and software in-house.

Products and service

- > Ryonic Modular Inspection System (RMIS), an inspection crawler system for use in underground mines, pipelines and other confined and dangerous environments.
- > Ryonic Armadillo exploration systems are designed for underground and mining operations and rough outdoor terrain.
- > Pan, tilt and zoom (PTZ) heavy duty, high-definition cameras.
- > Bespoke solutions meeting customer-specific robotic and/or inspection requirements.

Distribution channels

The business unit has direct sales through distribution networks in North America, Europe, Southeast Asia and Australasia and intragroup distribution through Reutech Solutions and Reutech Radar Systems' mining division.

Market sectors

Ryonic Robotics operates in the water and sanitation, mining, oil and gas, energy, shipping, and security and surveillance sectors.

Intellectual property

- > Ryonic Inspection Suite.
- > Ryonic Remote Server.
- > Ryonic Inspection Screencast.
- > Ryonic Remote Desktop.
- > Ryonic Virtual Inspection.

RENEWABLE ENERGY



www.terrafirma-solutions.com

Terra Firma Solutions

Terra Firma is a turnkey energy engineering solutions and specialist training provider delivering start-to-end solutions, starting with strategy development, leading to project implementation, support and maintenance. The business unit's focus includes commercial scale rooftop, parking and ground mount solar PV systems between 200 kW and 100 MW.

Products and services

The business unit provides turnkey energy efficiency engineering solutions, PV engineering and procurement contractors (EPCs) solutions, SMART energy and water monitoring and management software, carbon management, environmental policy and strategy development and specialised environmental career training (Terra Firma Academy).

Distribution channels

The business unit has a direct marketing channel.

Market sectors

Terra Firma operates in the commercial property sector, as well as industrial and manufacturing sectors with a focus on addressing energy, carbon and environmental sustainability needs.

Intellectual property

- > COPPER and AQUA: energy and water monitoring and management software solutions.
- > The content and training material offered in the Terra Firma Academy.