

Group operations

THE ELECTRONIC SECTOR



Name: Chris Scoble (40)
Qualifications: BBS
Managing director: Nashua Limited
With Nashua since 1985

NASHUA 

Shareholding: wholly-owned business

Nashua Limited is a leading supplier of office automation products, including digital and analogue photocopiers, facsimile machines, laser printers and consumables. Products are value-added and include such respected international brands as Ricoh, Kodak and NEC.

The advancement of digital technology has enabled Nashua to provide document input storage, transmission and printing solutions in a networked environment. In the near future, Nashua is expected to introduce new-generation software solutions designed to increase the productivity of managing document flow, including the e-cabinet, an affordable document storage device.

Nashua has a well-established network of 56 franchises in South Africa, Namibia, Swaziland, Lesotho, Botswana, Zimbabwe and Zambia. Major customers account for 96 of the *Financial Mail's* top companies. Nashua employs 348 people at its Midrand head office in Gauteng.

NASHUA

www.nashua.co.za



Name: Martin Maddox (40)
Qualifications: BA Econ (Hons)
Group managing director: NPC (Electronics) Limited
With Panasonic since 1983

Panasonic

Shareholding: wholly-owned business

Panasonic was established in South Africa as NPC (Electronics) Limited in 1980. The company is backed by Matsushita Electric Industrial Company (MEI) of Japan, the world's 26th largest company. Panasonic South Africa comprises four strategic business units:

- **Panasonic Consumer Company** imports and redistributes a complete range of consumer products and fast-moving consumer goods (FMCGs), ranging from video cassette recorders (VCRs) and hi-fi equipment to batteries.
- **Panasonic Manufacturing Company** manufactures a range of Panasonic televisions at Parow in the Western Cape.
- **Panasonic Systems Company** imports and redistributes systems hardware technology for various applications, including office and information technology systems, telecommunication broadcast equipment and security systems, air-conditioning systems and car audio systems.
- **Panasonic Business Systems** has introduced direct sales and service operations in Johannesburg, Pretoria and Durban. The wholly-owned operations sell and service high-quality, digitally advanced office automation and telecommunication systems.

Panasonic distributes products through major chain stores, discounters, franchises, independent buying groups and specialised dealers. The head office operations are based at Midrand in Gauteng. The company employs 359 people.

PANASONIC

www.panasonic.co.za/www.panashop.co.za



REUTECH

Name: Jaco Budricks (49)
Qualifications: BSc Eng
Group managing director: Reutech
With the Reunert group since 1977

Reutech, consisting of four companies, represents the defence electronic businesses of the Reunert group. Most of Reutech's products are targeted at the export market.

REUTECH



Name: Claude Makins (50)
Managing director: Reutech Defence Industries (Pty) Limited
With the Reunert group since 1980



Shareholding: wholly-owned business

Reutech Defence Industries (RDI), located at New Germany in KwaZulu-Natal, develops and manufactures state-of-the-art, very high frequency (VHF) and ultra-high frequency (UHF) tactical airborne and ground-based radio communication systems and innovative air weapons systems, specialising in high-tech fusing. Exports account for approximately 70% of revenue. The company employs 271 people.

REUTECH DEFENCE INDUSTRIES

www.rdi.co.za



Name: Andreas Theodorou (52)
Qualifications: Dipl Elec, Dipl Datametrics
Managing director: Fuchs Electronics (Pty) Limited
With the Reunert group since 1975

Shareholding: wholly-owned business

Fuchs Electronics develops and manufactures a wide range of electronic fusing systems. Fuchs is a world leader in modern electronic fusing for all tube-launched ammunition rounds. Products include those used for naval, artillery, mortar and rocket applications, among others.

Approximately 90% of the company's revenue is generated through exports to Asia, Europe, South America and the Middle East, among other regions. Fuchs Electronics owns the intellectual property of all the products it manufactures and markets. Based at Alberton in Gauteng, the company employs 365 people.

FUCHS ELECTRONICS

www.fuchs.co.za

Group operations

THE ELECTRONIC SECTOR (continued)



Name: Selwyn Newnes (44)
Qualifications: BCompt
Managing director: Reutech Defence Logistics (Pty) Limited
With the Reunert group since 1984



Shareholding: 70% Reunert and 30% Kgorong Investment Holdings

RDL is a system engineering and support company. The company's services cover the entire spectrum of logistic support and management; the development and manufacture of gun and fire-control systems for armoured vehicles and naval guns; and the supply and support of Alcatel carrier internetworking equipment. RDL is based at Midrand and has support facilities throughout South Africa. The company employs 246 people.

REUTECH DEFENCE LOGISTICS

www.rdlog.co.za



Name: Piet Smit (39)
Qualifications: MEng, MBA
Chief executive officer: Reutech Radar Systems (Pty) Limited (RRS)
With Reunert group since 1987



Shareholding: 57% Reunert, 33% European Aeronautic Defence and Space (EADS) and 10% Kgorong Investment Holdings

Based at Stellenbosch in the Western Cape, RRS specialises in ground-based and ship-borne radar systems and is active in the air defence, air space control and air traffic control markets. Through a technology partnership with EADS, RRS' products are incorporated into world-class systems. Kgorong is the black economic empowerment partner. The company employs 66 people.

REUTECH RADAR SYSTEMS (RRS)

www.rrs.co.za



Name: Gustav Vermaas (35)
Chief executive officer: IQ Works (Pty) Limited
With The IQ Business Group since 1998



Shareholding: 50% Reunert and 50% IQ Business Group

IQ Works is a greenfields initiative providing digital solutions arising from the convergence of technology. The company was established in July 2000 and is a venture between Reunert and The IQ Business Group, the largest unlisted information technology (IT) company in South Africa. IQ Works provides IT solutions in specialist areas, including mobility, digital conversion and new-generation infrastructure.

IQ Works adds technology competence to Nashua and Nashua Mobile and offers IT services to other Reunert subsidiaries. Other key customers include some of the largest banks in South Africa. The company has 65 employees and is based at Midrand in Gauteng.

IQ WORKS

www.iqgroup.co.za



SIEMENS

Name: Pete da Silva (42)
Qualifications: Dip Computer Science; Dip Light Current
Chief operating officer: Siemens Telecommunications (Pty) Limited

Shareholding: 27,5% Reunert, 51% Siemens and 21,5% Marconi Communications

Siemens Telecommunications (Sietel) is involved in information and communications technology (ICT) interests. The company is a leading supplier of fixed and mobile communication systems and infrastructure for telecommunications operators. It is a major supplier to Telkom and the principal supplier to Vodacom and Cell C.

Siemens Telecommunications is also a major supplier to several fixed-line and mobile operators in the rest of sub-Saharan Africa, as well as the leading provider of corporate and enterprise networks.

SIEMENS TELECOMMUNICATIONS

www.siemens.co.za



Name: Simon Herbert (43)
Qualifications: BCom, MBL
Managing director: Nashua Nedtel Communications (Pty) Limited trading as Nashua Mobile With Reunert group since 2000

Shareholding: 58% Reunert, 37,3% Nedcor and 4,7% Metropolitan Life

Nashua Mobile was created by merging Nashua Cellular and NedTel Cellular in July 2000. Following a successful first year, this dual service provider showed positive growth, taking its subscriber base to over 250 000 cellular users. This was achieved in an increasingly competitive cellular market.

Innovative products and services include mobile banking, an electronic pre-paid recharge facility as well as the conversion of all users onto a single, sophisticated billing system; signalling the completion of a successful merger. The company employs 489 people.

NASHUA MOBILE

www.nashuamobile.co.za



Name: Bill Reeler (47)
Qualifications: BSc Eng, (Hons) Elec
Managing director: Saco Systems (Pty) Limited With Reunert group since 1981

Shareholding: wholly-owned business

Saco Systems designs and supplies tag, track and trace solutions to a wide range of industries that need to track assets inside their companies or over a large geographical area. In addition, Saco combines access control, closed-circuit television (CCTV) technology and time-and-attendance systems in a single resource management solution. Saco is a dominant player in the southern African market and has made significant inroads into the British market for asset tracking and distribution management products.

During the year, Saco generated approximately 50% of its revenue from exports, mainly to the United Kingdom. South African customers are mainly mines or large industries, with mines generating 70% of the domestic revenue.

Based in Midrand in Gauteng the company employs 53 staff.

SACO SYSTEMS

www.saco.co.za

Group operations

THE LOW-VOLTAGE ELECTRICAL ENGINEERING SECTOR



Name: Ernst Schutte (52)
Qualifications: BSc Eng Elec
Managing director: African Cables Limited
With Reunert group since 1999

Shareholding: 50% Reunert and 50% Pirelli Cables and Systems

African Cables is one of the forerunners in the South African cable industry and is engaged in the design, development, manufacture and installation of insulated power cables. Pirelli Cables and Systems is the company's international technology partner. The company is based at Vereeniging in Gauteng and employs 596 staff.

African Cables holds a 73% share in Cafca, a Zimbabwean cable manufacturer and purchased Rosslyn Cables from ATC in September 2000.



AFRICAN CABLES

www.africancables.co.za



Name: Helmut H Fischer (54)
Qualifications: Dipl Ing, Dipl Wirtsch Ing
Managing director: Circuit Breaker Industries Limited
With CBI since 1984

Shareholding: wholly-owned business

CBI is the market leader in the manufacture and supply of low-voltage switchgear for electrical installation protection and earth leakage protection. It is regarded as a world leader in the field of hydraulic-magnetic circuit breaker and electronic earth leakage technology. CBI offers a wide range of metering solutions, including prepayment meters. The company entered the field of surge and lightning protection after acquiring L&T Surge during the year. CBI has agency distribution rights for Mitsubishi motor control gear and factory automation equipment in sub-Saharan Africa.

Export sales account for 19% of the manufactured products. The target is to increase international sales to 24% of production in the 2002 financial year. CBI has registered its trademarks in several countries where business prospects are pursued. More than 90% of sales of manufactured products originate from technology developed and owned by CBI. Brand names include Ecolec, Samite, Fuchs and Hy-Mag.

The head office and component manufacturing operations are based in Johannesburg. The company has three assembly plants at QwaQwa in the Free State and service branches in Cape Town, Durban, Bloemfontein and Port Elizabeth. CBI sales offices in Europe and the United States complement these operations. CBI employs 1 314 people.



CIRCUIT BREAKER INDUSTRIES (CBI)

www.cbi.co.za/cbibreakers.com



Name: Cobus Malan (43)
Qualifications: BSc
Managing director: ATC (Pty) Limited
With Reunert group since 1984

Shareholding: 38,6% Reunert, 50,9% Marconi Communications and 10,5% Pirelli Cables and Systems

Based at Brits in the North-West, ATC specialises in the manufacture of communication cables for telecommunications, electricity and railway applications. ATC is the sole manufacturer of optical fibre in Africa and is a major supplier of Telkom's optical fibre and copper communication cables. Pirelli Cables and Systems is the company's international technology partner.

More than 50% of ATC's optical cable is exported.



ATC

www.atc.co.za

THE FINANCIAL SECTOR



Name: Mike Purnell (38)
Qualifications: CA(SA)
General manager: RC&C Finance Company (Pty) Limited
With the Reunert group since 1995

Shareholding: Reunert owns 100% of the "A" shares, which is the class of shares entitled to share in the profits of the company. Absa Bank, Nedcor Bank and Rand Merchant Bank each own 33,3% of the "B" shares.

RC&C Finance provides asset-based financial services to Nashua and Panasonic customers. Based at Midrand in Gauteng, the company employs 41 people.

RC&C FINANCE COMPANY

TRAINING AND DEVELOPMENT



Name: Marina Gunter (46)
Qualifications: BSc (Hons)
Human Resources Development Manager: Reunert College
With Reunert since 1993

The Reunert College was established in 1993 and forms part of a proud tradition in Reunert of investing in education, technological innovation and industrial entrepreneurship. It has two campuses, one in Alberton and the other in Boksburg, both on the East Rand near Johannesburg. The college offers academic advancement courses to historically disadvantaged groups. The main focus is on mathematics, science and accounting. Besides undertaking various other complementary training initiatives, the Reunert College manages the Reunert Bursary Fund and the Reunert Skills Development Forum.

REUNERT COLLEGE

www.reunertedu.com