

VH FIBRE OPTICS (PTY) LTD
COMPANY PROFILE



Prysmian
Group



VH Fibre Optics (Pty) Ltd

- Unit 10, Ferndale Commercial Park, Cnr Struik & Hylauma Str, Strijdom Park, Gauteng, South Africa
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Registration No. - 1998/000499/07

VAT No. - 4460171194

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Introduction

VH Fibre Optics (Pty) Ltd is a value-add distribution and installation service's company which commenced business in October 2008 specializing in fibre optic network solutions. The company's is equally owned by Patrick van Heerden (50%), John van Reenen (1%) and the Building Exciting Education Trust (49%).

John van Reenen is a qualified accountant and has over the past 30 years built a multi-million rand steel business twice.

Patrick van Heerden is the company's managing director. He has 16 years' experience in the fibre optic industry ranging from installations, sales and product management. His experience includes installation and commissioning of up to 240 core fibre optic metropolitan rings, long-haul as well as business connections in the London Metropolitan area for fixed telecom operators such as Cable & Wireless, British Telecom and NTL Telewest Business.

His experience locally includes that of the industrial, telecom, security and premise environments. Patrick has specialized in blown fibre and blown mini cable solutions and has been involved with the method statement and training of Neotel Contractors in the initial rollout of micro duct in Cape Town, Durban and Johannesburg. In 2006/2007 he was involved in the splicing and commissioning of 480km of the Trans-Kalahari Fibre Optic Backbone in Botswana. In Dubai, he was involved in the design and installation of one of the largest blown fibre networks in the United Arab Emirates, namely the Dubai Central Prison.

Patrick is a Certified Fibre Optic Technician approved by the Fibre Optic Industry Association, as well as a certified Sirocco Blown Fibre Trainer.

VH Fibre Optics (Pty) Ltd is one of the founding members of the Fibre to the Home Council Africa.



A Proud BEE Company

VH Fibre Optics (Pty) Ltd ("VH Fibre") recently upgraded itself to a broad based black –economic empowerment (BBBEE) company.

The directors, Patrick van Heerden and John van Reenen, are proud to announce a 49% shareholding acquired by the Building Exciting Education Trust.

The trust is a socio-economic development beneficiary under Statement 700 or, the Codes of Practice, issued under Section 9 of the BBBEE Act of 2003.

VH Fibre Optics (Pty) Ltd has a level 2 BBBEE scorecard and is 49% black owned.

The transaction, which took place in July 2012, is a milestone for the company. This is not just because it is required by law, but because of the work of the trust which is playing an important role in the country's education system. The trust is involved in upgrading primary schools in underprivileged areas of Johannesburg and Cape Town, affecting the lives of more than 2 000 children a year. The main focus of the trust is to give children, many from



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informal settlements in the school's area, hope that they can aspire to better living standards and to make schools a place where they would like to spend more time.

Schools are chosen from the very poorest areas, which typically have little maintenance expenditure allocations. The trust endeavours to employ unemployed parents of schools as tillers, carpenters, plumbers, electricians and general labourers. It supplies all materials and supervises the upgrading of classrooms, toilets and school grounds. The directors of VH Fibre feel that this is the way BBBEE should be done in South Africa. No one is getting rich, except for the children that the trust invests in.

VH Fibre would like to inspire corporate South Africa to use their model of how BBBEE can be done successfully. VH Fibre, as a proudly South African company and a member of corporate South Africa, is proud to achieve this BBBEE status. More importantly, VH Fibre believes that in investing in the future of the country, they are also ensuring the future survival of not just VH Fibre, but corporate South Africa, thus contributing to the long term economic growth and a more secure future for the children of tomorrow.

The Building Exciting Education Trust: www.bee.org.za



Our Vision, Mission & Values

Our vision is to be the South Africa's most dynamic value-add distribution and installation services company, creating sustainable solutions essential to a better, safer and healthier life for people everywhere.

VH Fibre Optics mission is to be the value-add distributor and telecoms construction company of choice in the regional areas and countries it operates in, by focusing on partnering, keeping and growing its customers by building positive long-term relationships. Relationships characterized by integrity, mutual respect and a commitment to providing customized products and services of the highest quality and value.





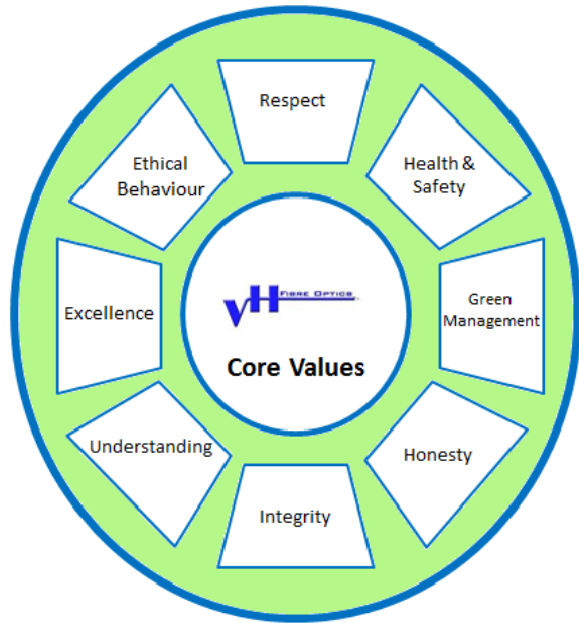
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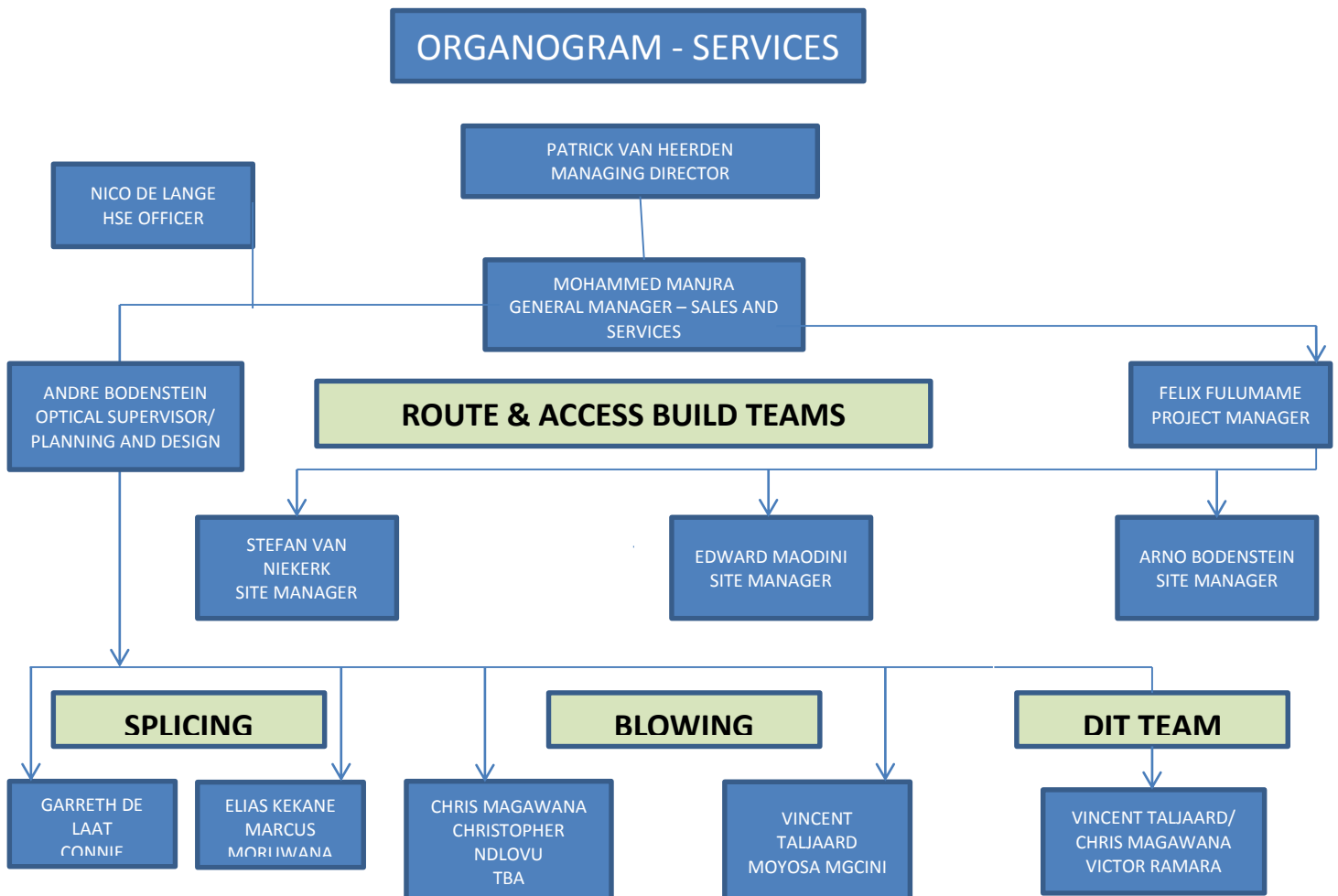
VH Fibre Optics (Pty) Ltd Core Values:

- Respect
- Safety and Health
- Green Management
- Ethical Behaviour
- Excellence
- Understanding
- Integrity
- Honesty



VH Fibre Optics (Pty) Ltd Organisational Structure

ORGANOGRAM - SERVICES

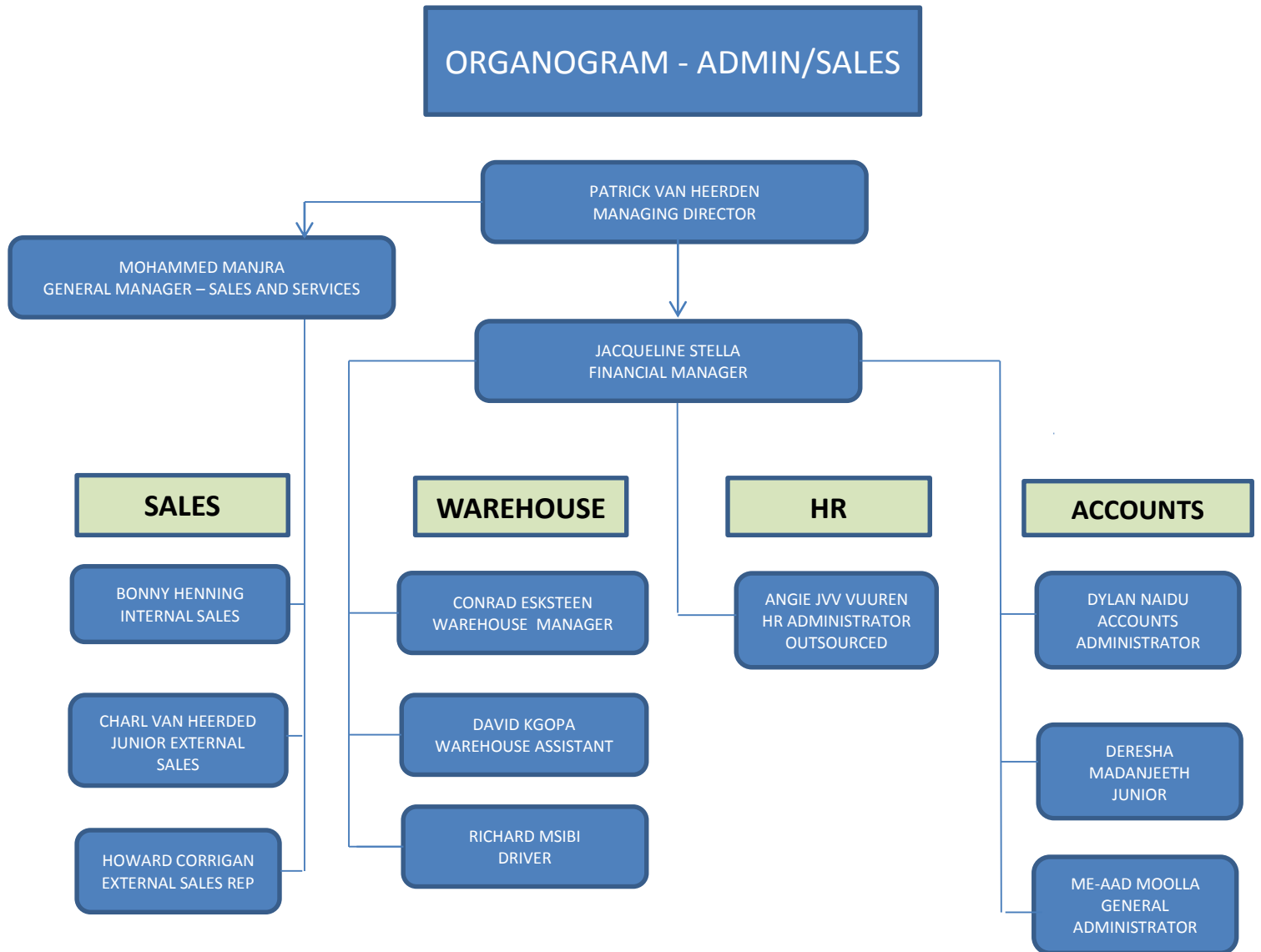




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VH Fibre Optics along with our experienced qualified managers and support staff have the necessary resources to ensure that the project is completed effectively, efficiently and we strive to not only meet but exceed expectations for the relevant projects.



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Prysmian Cables and Systems

Prysmian
Group



Fibre Optic Technology

Prysmian Group is the world leader in the energy and telecom cables and systems industry. With over 130 years' experience and a presence in more than 50 countries, and with around 22,000 people and 97 plants, the Group is strongly positioned at the high-tech end of the energy and telecom cable sectors.

The Group was created through the union of Prysmian and Draka, already leaders in their markets for innovation and technological know-how. We are combining the strengths of both and achieving increased investment potential and geographical coverage, as well as offering the most extensive range of products, services, technologies and know-how available on the market. With a turnover of more than €8m, Prysmian Group is listed on the Milan Stock Exchange in its blue-chip index. Being a public company, the Group is particularly focused on creating value for its stakeholders and having a transparent relationship with them.



Prysmian
Group

The Prysmian Group's cable solutions are designed to support the development of the world's telecoms infrastructure.

As the world's largest producer of telecoms cables, supporting the infrastructures of many of the world's leading telecoms operators, the Prysmian Group delivers optical fibre and copper cabling solutions that help link communications to communities around the globe.

Our Telecoms business is made up of three business units – Telecom Solutions, Optical Fibre and Multimedia Solutions (MMS).



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Telecoms Solutions

This business covers the main product sectors of optical cable, (for land, overhead and sub-aqueous applications), copper multipair telecom cable (including xDSL technologies) and a full range of optical passive connectivity solutions.

For optical cable Prysmian Group is the world leader in terms of market share and is a main supplier to many of the world's leading telecom operators in Europe, the Americas and the Asian regions including Australia. Similarly, we are one of the world leaders in the supply of copper telecom cable, with the global capability to meet the requirements of major operators in all continents.

In addition to the supply of high-volume cable, generally to national and international specifications, the company has developed a unique range of optical systems – under the xsNet brand – which addresses the particular requirements of the 'last mile', access network. The FTTH market is currently growing rapidly in line with the growth in broadband demand – driven by the current explosion in high bandwidth services and the need to provide more and more megabits to the end user.



Optical fibre

Prysmian Group is also a world leader in this highly specialized field. With production based in Europe, North and South America and using the most sophisticated manufacturing processes, including PCVD (Plasma-activated Chemical Vapor Deposition) and OVD (Outside Vapor Deposition), Prysmian Group is able to supply a wide range of fibre types to suit every application – single-mode, multimode and fibres for special applications.





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MultiMedia Solutions

The cables produced within the Telecom Solutions business are generally for application at national or regional telecom operator level. However, we also produce optical and copper cables for use in other applications, such as studio cables for radio, TV and film; signaling cables for railway network systems; coaxial RF cables; connections between base station and antenna in mobile networks; copper and fibre cables for short/medium distance applications in offices and data centers etc.

All of these types of cable design – and more – are produced within the MultiMedia Solutions (MMS) business unit.

TELECOMS TECHNOLOGY FOR A CHANGING WORLD

Across the world, economic growth, entertainment, employment, e-learning and e-health depend more and more on fibre networks. Broadband is creating new lifestyle choices and stimulating economies everywhere. Governments and investors are increasingly discovering that access to fast communication networks is vital to homes and businesses in rural and urban communities.

Responding to this demand, Prysmian Group is introducing new cabling technologies that deliver information wherever it's required, connecting communities, countries and continents more closely than ever before.

A notable example involves our work with the Australian Government as it is investing in the creation of a Fibre-to-the-Premises network, connecting 93% of Australia's residential and business premises with optical fibre. After being selected by NBN Co Limited (National Broadband Network), Prysmian Group has partnered the Australian Government in achieving this vision, playing an integral role in the largest national building infrastructure project in Australia's history. The Group contributes through the provision of a wide range of ribbon and multi-fibre, termite resistant, rodent-proof and high strength communication cables.

Prysmian offers a complete service from design and development and manufacture through to technical support of commissioned cable networks. Planning and logistics are the cornerstone of our operation, with quality maintained through the expertise and dedication of all our staff working across the business to ISO 9001 and 14000 standards.

- Worldwide leaders in standards activities
- Representation on all key committees
- Set the standard – we don't just follow it!
- Products offered comply with major international and European standards
- IEC (International Electro technical Committee)
- ITU (International Telecommunications Union)
- ETSI (European Telecommunications Standards Institute)
- CECC (CENELEC Electronic Components Committee)
- National/local committees
- BSI (British Standards Institution) & European equivalents
- US EIA/TIA (Telecommunication Industry Association)
- FTTH Council Europe





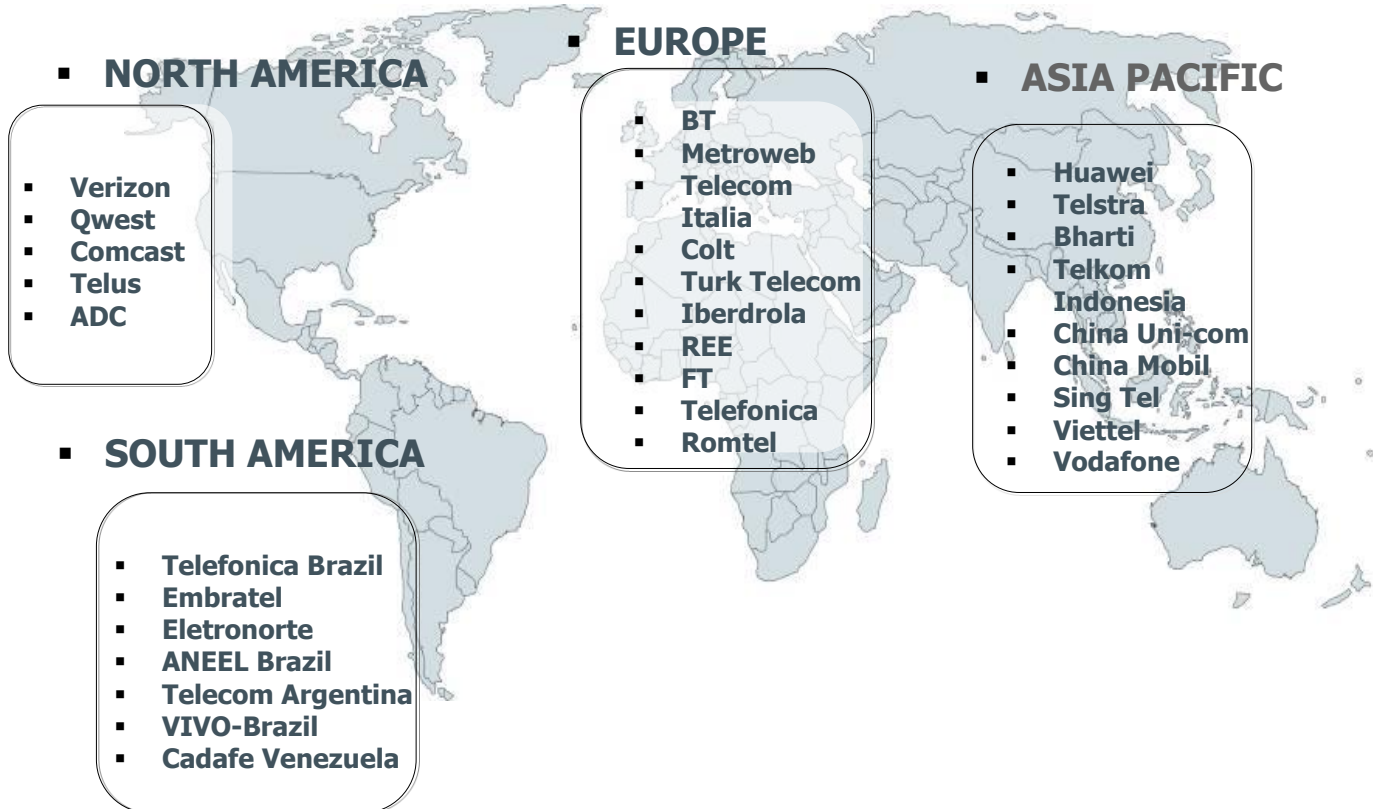
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A worldwide network of references





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Vehicles and Equipment

Vehicles

VH Fibre Optics is geared up to ensure the best possible service and installation to the telecommunication industry with 8 company owned vehicles at our disposal as well as 20+ hired vehicles available to us based on the number of projects currently on the go. We also have many trailers available for the transportation of all the necessary signage, product and tools required.



Not only do we have the vehicle capacity to handle the logistics of the project but our vehicles are equipped with state of the art interior to ensure a dust free environment ensuring that optimal results are achieved during the fusion splicing process.

Equipment

As well as having the required vehicles and equipment to ensure the timeous completion of the installation required on our projects we have qualified personnel along with the required equipment to effect the successful and timeous implementation of the projects carried out.



Some of the equipment VH Fibre Optics has invested in is:

- 1 x Sirocco Blowing Head
- 2 x M17 Kaeser Compressor
- 1 x XAS67 15 Bar Compressor up to 350 CFM (Hired)
- 1 x Mini Jet Plumettaz Blowing Head
- 1 x PR140 Plumettaz Blowing Head
- 1 x Cable Cutting Machine
- 2 x FSM 60S Fujikura Splicing Machine
- 2 x EXFO OTDR and Power Meter including Bare Fibre Adaptor with Fast Reporter Software
- 2 x EXFO Power Meter Max Tester
- 2 x EXFO Light Source
- 2 x Divot Bare Fibre Adapter
- 2 x Live Fibre Detector
- 2 x Fibre Talk Set





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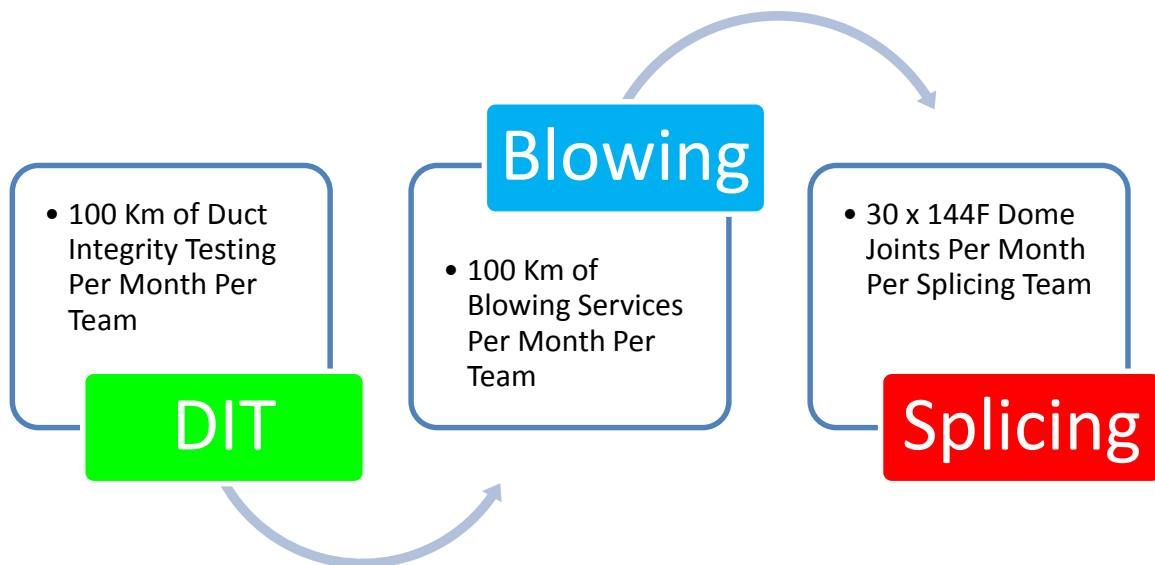
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Output Capacity

Long-Haul:

With the infrastructure VH Fibre Optics (Pty) Ltd currently operates, we can commit to the following output capacity for long haul duct integrity testing, blowing and splicing:



Total Capacity Output: Duct Integrity Testing – Approximately 150-200km per month.
 Blowing Services – Approximately 200km per month.
 Splicing Services – Approximately 5000 splices per month.

Please note that VH Fibre Optics (Pty) Ltd is geared up to work within any part of Sub-Saharan Africa.



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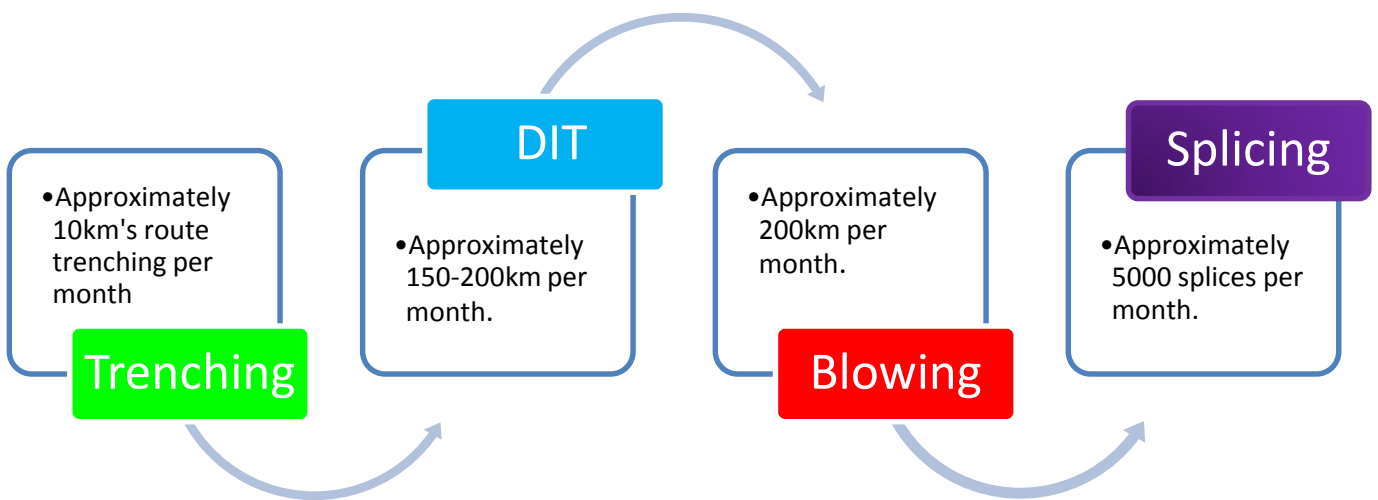
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Spurs:

With the infrastructure VH Fibre Optics (Pty) Ltd currently operates, we can commit to the following output capacity for spurs trenching, duct integrity testing, blowing and splicing:



Total Capacity Output:

Spurs Trenching – Approximately 10km's route trenching per month

Duct Integrity Testing – Approximately 150-200km per month.

Blowing Services – Approximately 200km per month.

Splicing Services – Approximately 5000 splices per month.

Access Builds:

With the infrastructure VH Fibre Optics (Pty) Ltd currently operates, we can commit to the following output capacity for access builds trenching, duct integrity testing, blowing and splicing:



With our staff dedicated to exceeding the specification of each site, VH Fibre Optics (Pty) Ltd is geared to handle up to 30 Access Builds per month.

Before

During

After





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Project references

1. **Vereeniging to Springs:** 176km of floating and splicing completed in 3 weeks
2. **Pretoria to Rustenburg:** 108km of floating and splicing completed in 2.5 weeks
3. **Richards Bay Coal Terminal:** 60km of EPFU Fibre bundle floating completed in 2 weeks
4. **MTN:** Over 40 sites completed in 2012, floating, splicing and testing
5. **DFA:** Over 60 sites completed in 2011/2012 floating, splicing and testing

Product references

	Country	Area	Industry	Description
1	Angola		Petroleum Oil & Gas	OASYS & JETNET
2	Botswana		General	Conventional Cable and accessories
3	Namibia		General	Conventional Cable and accessories
4	Tanzania		FTTB / FTTH	SIROCCO
5	Mozambique		Telecom / Energy	OPGW
6	Kenya		Telecom / Energy	OPGW
7	Zambia		Telecom / Energy	OPGW
8	Zimbabwe		Telecom / Energy	OPGW
			Telecom / Energy	ADSS
9	South Africa		Telecom / Energy	OPGW
			Telecom / Energy	OASYS
			Telecommunications	OASYS
10		Cape Town	Telecommunications	Optical Fibre Network (Metro)
		Cape Town City	Telecommunications	SIROCCO & JETNET
		Cape Town	FTTB / FTTH	Optical Fibre Network (FTTH/FTTB)
		Cape Town	FTTB / FTTH	QUICKDRAW
11		Eastern Cape	Industrial (Vehicles)	Optical Fibre Network (LAN/Campus)
12		Port Elizabeth – Nelson Mandela Bay	FTTB / FTTH	Optical Fibre Network (FTTH/FTTB)
		Port Elizabeth	Ports	Optical Fibre Network (LAN/Campus)
13		East London	Industrial / Commercial	Optical Fibre Network (LAN/Campus)
14		Richards Bay	Ports	SIROCCO & OASYS
15		Mpumalanga	Petroleum Oil & Gas	SIROCCO, OASYS & JETNET



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		Kwa-Zulu natal	Industrial (Vehicles)	Optical Fibre Network (LAN/Campus)
			Industrial (Breweries)	Optical Fibre Network (LAN/Campus)
16		Free State – Bloemfontuin	Industrial / Commercial	Optical Fibre Network (LAN/Campus)
17		Free State – Sasolburg	Petroleum Oil & Gas	SIROCCO, OASYS & JETNET
18		Gauteng	Roads	Optical Fibre Network (Metro)
		Gauteng	Datacentre (Banking)	OASYS
		Gauteng	FTTB / FTTH	Optical Fibre Network (FTTH/FTTB)
		Gauteng	Telecommunications	Optical Fibre Network (Metro)
		Gauteng	Broadcasting	OASYS
		Gauteng	Education	SIROCCO
		Gauteng	FTTB / FTTH	OASYS
19		Northern Cape	General	Accessories
20		North West	Mining and Industrial	SIROCCO & OASYS

VH Fibre Optics (Pty) Ltd also has full passive optical network design capabilities for fibre to the home and fibre to the business applications as well as the relevant product to back up our designs with our RetractableNet and Verticasa range.

RetractaNet^{XS}

VertiCasaTM

We also offer full blown fibre training on fibre installation of the Sirocco EPFU Fibre Bundles.



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Contact Details

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Jacqueline Stella – jacqueline@vhfibre.co.za

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External Sales Representative:

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For further information, please do not hesitate to contact us