

Business Profile







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Chairman's Greeting

Profile of Mr Justin Mthembu

He is the rising star of South African Construction. From humble beginnings, he honed his trade over a period of thirty years.

An entrepreneurial spirit has seen him develop into the leader of a major construction company in South Africa. Yet the humility shows in his hands-on approach. He is a great believer in team effort. As such a true emphasis is placed on engaging with staff and clients alike.

The empowerment of his staff remains a priority for him. In turn a professional staff compliment empowers this dynamic organisation which we call Qinisa Construction.



From the Chairman

Since the founding of Qinisa in 1998, the building of strong partnerships has always been at the core of our success. We invite all our customers to enter into our environment of transparency, trust and respect, as they allow us to become part of their success story.

A strong and empowered management team allows us to be extremely flexible when it comes to client requirements.

Our own organisation is very dynamic and as such we understand that our clients' business landscapes are also forever changing. Urgency is accommodated through discussion around the requirements plan.

In just twelve years we have grown from our first civil engagement to a nationwide enterprise. We now implement some of the most advanced technology in cutting edge industries like telecoms and energy management. We have become known for our leadership in delivering "Green" environmentally friendly solutions for our clients.

We look forward to a future of partnership and achievement.



Message

About Us

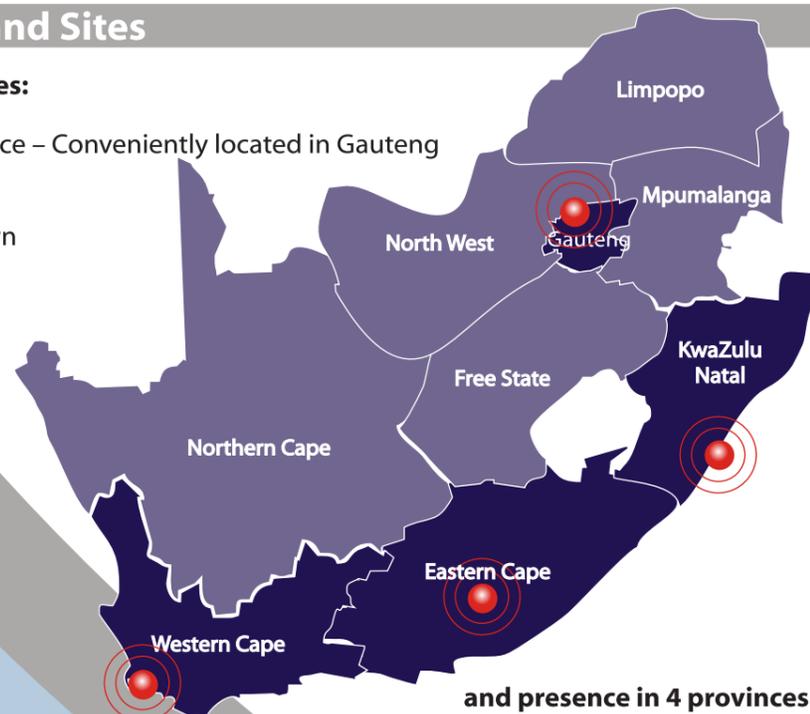
1 Core Functions

- Civil Works
- General Building
- Mechanical Works

2 Branches and Sites

Our branches:

- Head Office – Conveniently located in Gauteng
- Durban
- Cape Town



- Kwazulu Natal
- Eastern Cape
- Western Cape
- Gauteng



Company Overview

3 Registrations and compliance with authoritative bodies and industry standards:

- Construction Industry Development Board (7GB PE)
- National Home Builders Registration Council

4 Success Factors

The organisation's success is largely attributed to the following:

- Professional staff
- Technical Expertise
- Dynamic Management Team

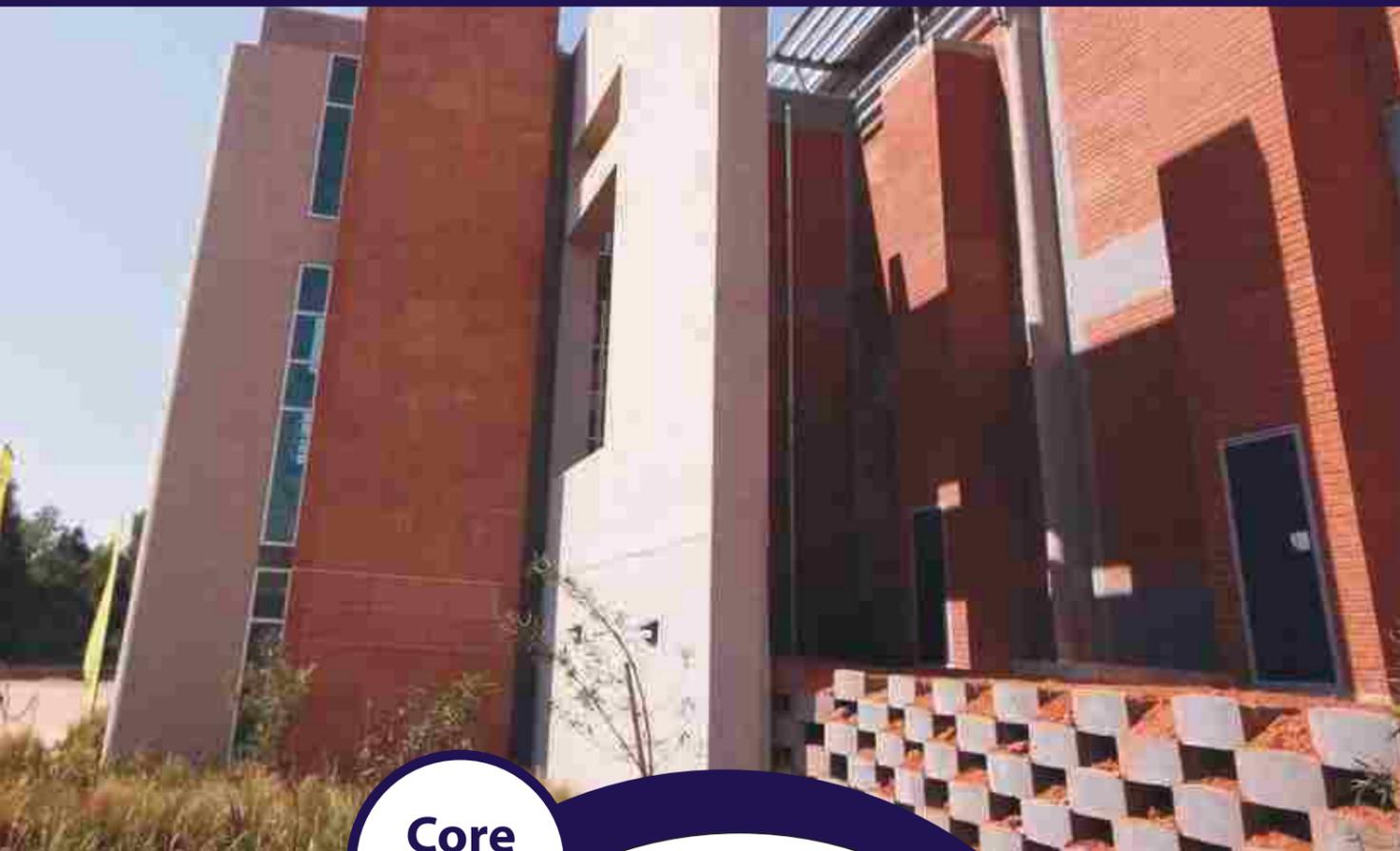
Qinisa is able to attract and retain highly skilled and professional staff.

5 Black-Owned

Vision

Our vision is to be the infrastructure supplier of choice through professional quality service delivered on time in full and in accordance with agreed requirements.

About Us



Core Values

We constantly strive towards the following:

- To be an extension of our client's organisation
- To treat each client as our only client
- To be measured by our client's success
- To maintain high ethical standards at all times
- To make no excuses
- To have fun

Our Strengths

Our strengths are embedded in:

- Our people
- Our commitment to partnering with clients
- Our ability to provide creative solutions
- Our passion for success



Introduction to departments

Departmentalised organisation structure

Operations

- ▣ Production
- ▣ Safety and Quality Control
- ▣ Site Financial Control
- ▣ Stakeholder Liaison

Logistics

- ▣ Fleet Management
- ▣ Plant Hire
- ▣ Asset Management
- ▣ Facilities Management

Finance

- ▣ Debtors and Creditors
- ▣ Statutory & Financial Reporting
- ▣ Inventory Management
- ▣ Procurement and Treasury

Legal

- ▣ Contractual/Legal
- ▣ Risk Management
- ▣ Corporate Governance
- ▣ Company Secretariat

Corporate Services

- ▣ Marketing
- ▣ Business Development
- ▣ Human Resources
- ▣ Administration



Our strengths are embedded in Our people

Core Business Processes

Project Management

Qinisa Construction provides managed project solutions to clients from the tender process all the way through to completion.

What sets this enterprise apart though, is the willingness to provide support to clients after project completion.

Compliance to internal, external quality requirements and those of governing bodies:

- Quality Plan and Controls
- Safety Plan and Controls
- Health and Environment
- Compliance to Regulatory and Statutory Requirements



Operations

Work Experience



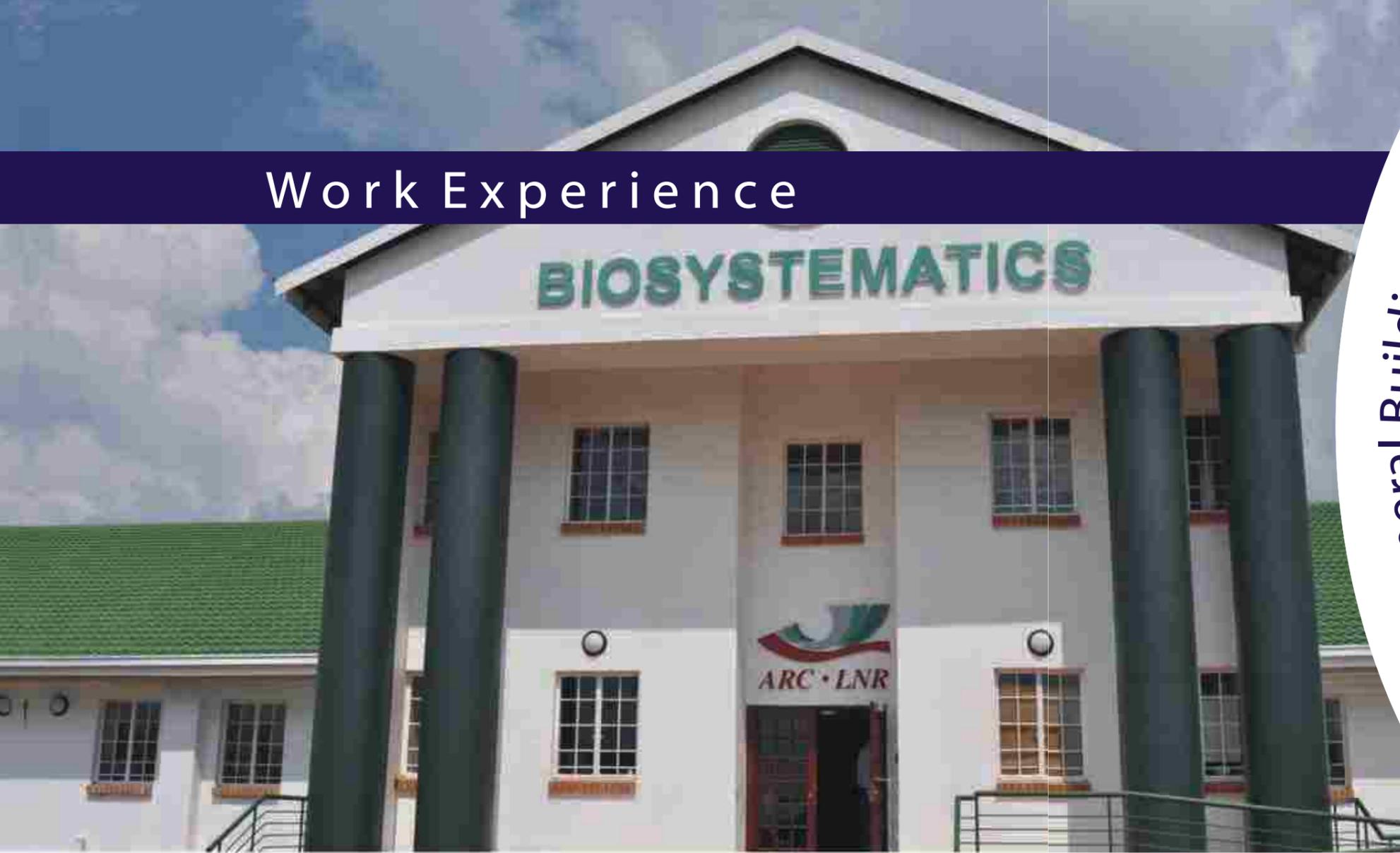
General Building

- Residential Apartments
- Restaurants
- Shopping Malls
- Offices
- Renovation of Offices
- Upmarket Residential Developments
- Auditorium



Operations

Work Experience



General Building

- Medium Security Prison
- Schools
- Multi-purpose centres
- Hospitals and Community Health Centres
- Research Centres



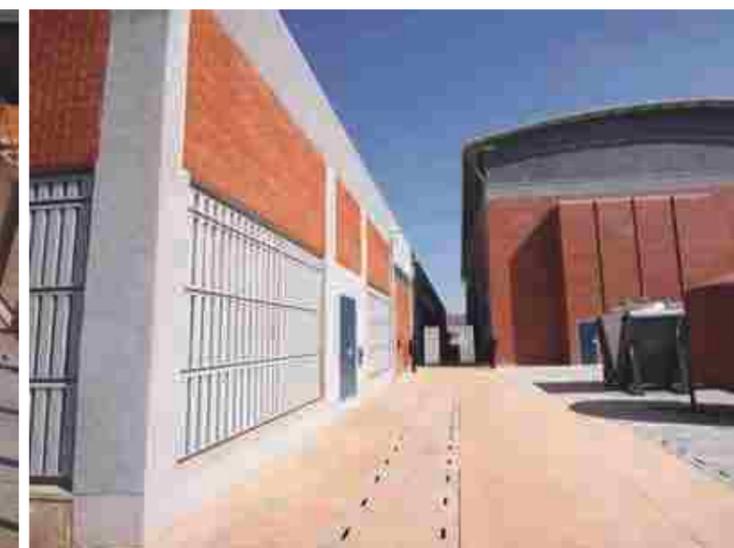
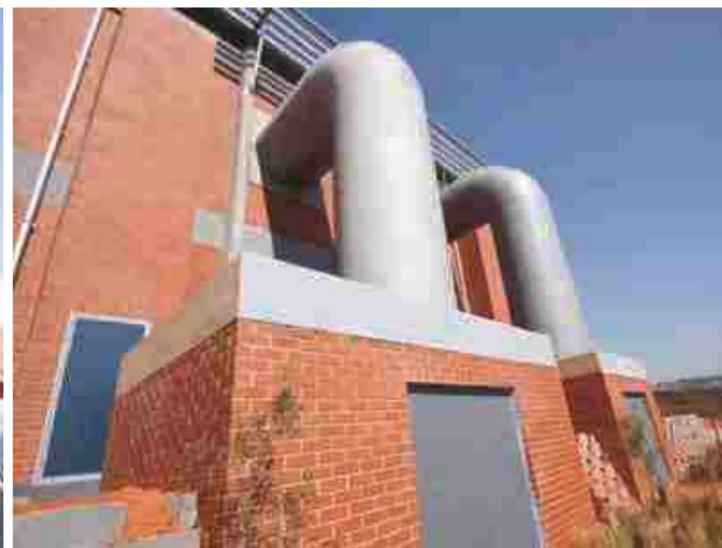
Operations

Work Experience



General Building

- Energy Centres
- Switch Centres
- Data Centres
- Trigeneration Centres
- Remote Hubs



Operations

Work Experience



Civil Works

- Water Pipelines (including Blasting and Drilling)
- Sea Piling
- Sewer and storm water reticulation
- Tunnelling under existing structures and sensitive data lines
- Underground walkways
- Gas Pipeline



Operations

Work Experience



Civil Works

- Bulk Earthworks
- Layer Works
- Roads and Bridges
- Paving (including heavy duty)
- Sleeves for data service lines



Operations

Work Experience



Mechanical Works

- Chiller Yards
- Lift shafts
- Rotary UPS systems
- Diesel Tanks
- Access floors with services
- Trigeneration Centre
- Remote Hubs
- Energy Centres
- Switch Centres
- Data Centres



Operations

Core Business Processes

Internal service provision (Site support)

- Security Provision
- Accommodation Provision
- Site Establishment
- Internal Plant Hire
- Feasibility Studies
- Procurement and delivery

External service provision

1. Client Warehousing

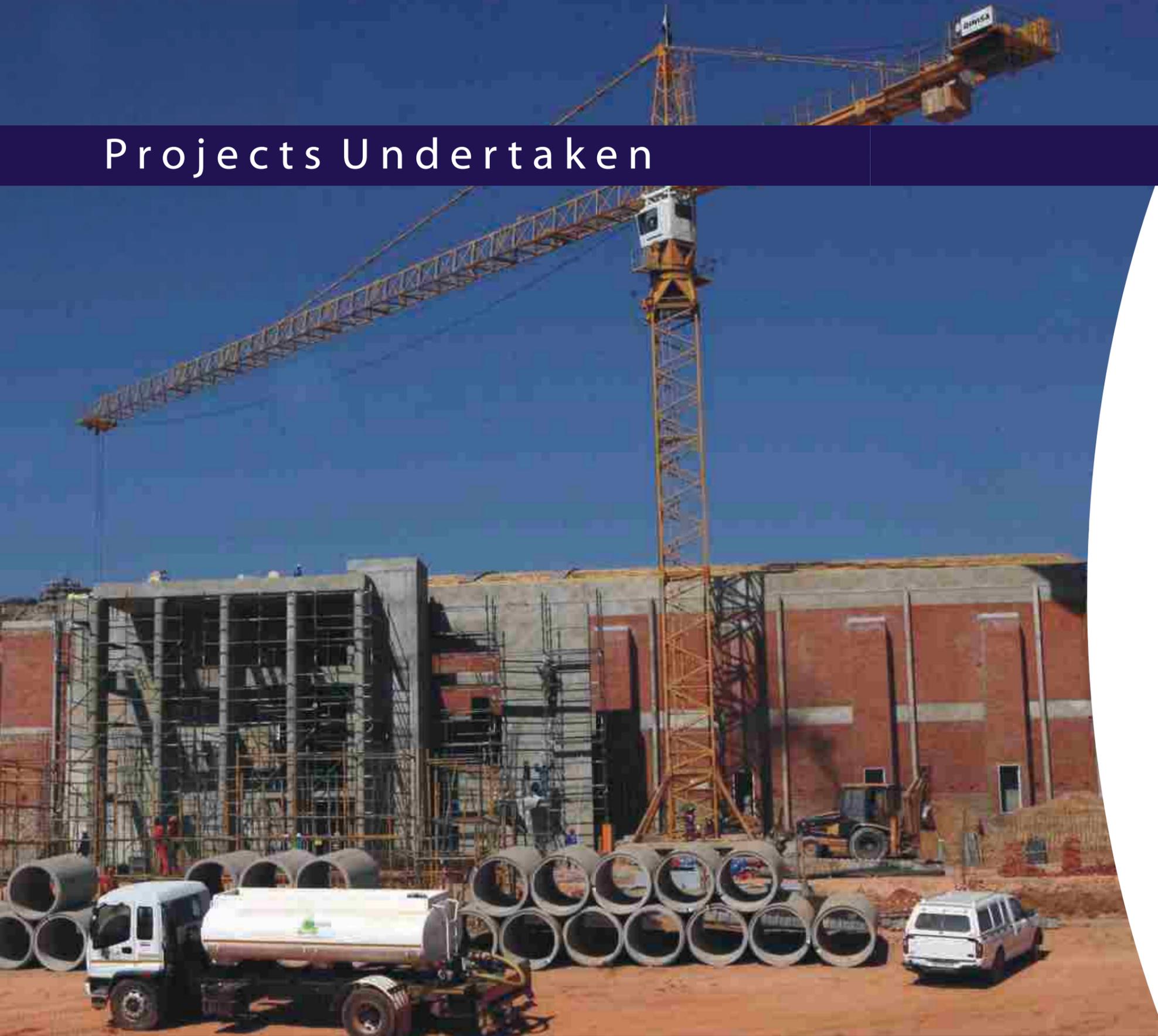
2. Plant Hire

- Cat Excavators
- Cat TLBs
- 10-Ton Tipper Trucks
- 32-Ton Trucks
- 15-Ton Trucks
- 8-Ton Trucks
- Rollers
- Tower Cranes



Logistics

Projects Undertaken



Qinisa has completed and delivered various projects in the past ten years. These include shopping centres, hospitals, clinics, laboratories, prisons, remote hubs, multi-purpose centres, schools, banking facilities, etc. Project values range from R4m to 1 Billion.

Our clients include the following:



MTN unveils R22m trigeneration power plant

By: Christy van der Merwe, Published: 02 Aug 10

Mobile telecommunications operator MTN on Monday unveiled its R22-million, 2-MW trigeneration plant, which would power a new building housing a data centre and a test switch centre at its head office campus in Fairland, Johannesburg. The trigeneration plant is powered by methane gas, which is piped over 800 km from Sasol's Mozambique gas fields to Egoli Gas in Johannesburg, and then to the company's office, MTN South Africa MD Karel Pienaar explained.

The JSE-listed company hopes to become energy independent at its head office, which consumes between 5,5-MW and 7,5-MW of electricity, as it adds additional phases onto the project. This would happen when MTN was able to procure more gas from the supplier.

MTN core implementation manager Willem Weber highlighted that the trigeneration plant at MTN was unique in that it not only generated electricity from the methane gas, but also used a by-product of the process for cooling purposes.

The 400 °C exhaust gas is sent through lithium bromide absorption chillers to cool water, which MTN uses for the cooling needs in the building. This meant that efficiencies of 85% were achieved.

The chilled water is supplied to the air-handling units, which supply the cooled air for electronic equipment in the new building, which housed the test switch centre on the ground floor and the data centre on the first floor. The cooling of a data centre was said to be one of the most expensive components of its operation, with between 700 kW/m² and 1 400 kW/m² required for air-conditioning of the area.

This, coupled with electricity price increases, meant that MTN expected to get a return on investment within five years for the trigeneration plant. MTN noted that it has been able to register the trigeneration plant project as a carbon credit project with the United Nations, which also assisted in offsetting the costs associated with purchasing the gas and the trigeneration plant. The plant consisted of two 1-MW General Electric Jenbacher gas engines, and the absorption chillers were supplied by Carrier.

Weber and Pienaar stated that the plant design was done in-house, by an all-African team. The construction of the new building was done by level four broad based black economic empowerment company Qinisa construction, which was backed by a guarantee from the Industrial Development Corporation.

Pienaar emphasised that by putting in place this alternative energy supply, MTN ensured its security of supply, contributed less to the emission of greenhouse gases, and saved money because the power generated from the trigeneration plant was about half the price of power supplied by City Power.

MTN CEO Phuthuma Nhleko said that MTN's South African operations were situated in a maturing market, which necessitated innovative thought as the division sought ways to keep operating costs low, and improve margins. He noted that MTN spent some \$150-million a year in Nigeria on diesel alone, to power diesel generators. This amounted to about 6% of the division's operating expenditure. "If we could start replicating this kind of initiative on a larger scale, we could truly achieve the triple bottom line savings," he said.

Deputy Minister of Communications Dina Pule was also at the launch of the power generation plant, and commended MTN on the project, stating that it was in line with the government's National Energy Efficiency Strategy, and the country's long-term mitigation scenario, which aimed at reducing greenhouse gas emissions responsible for climate change.

"The Department of Communications would like to see more investment by the ICT sector in the areas of research and development. These areas include positioning environmental friendly technologies into all sectors of our economy," Pule stated.

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<http://www.engineeringnews.co.za>



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