



PRESENTATION TO FUND MANAGERS & FINANCIAL ANALYSTS

Strategic Project Development

25 November 2013



Strategic Project Development (SPD) - Rationale

- A dedicated team with vast experience , established to assist the executives to:

1

Drive strategy aggressively

2

Ensure optimal allocation of group resources, by aligning these to best return projects

3

Assure project delivery

SPD - Rationale

1

Drive strategy aggressively

- Sector penetration
- New partner selection
- Embed the group permanently into its target African territories
 - Set up lean country/regional offices, off firm project pipeline, (utilising central systems)
 - Indigenisation and local partnerships
- Development of large & multi-disciplinary contracts involving multiple segments of the group
- Grow existing relationships with clients entering new African markets

2

Ensure optimal allocation of group resources

- Allocate resources optimally via rigorous pre-bid reviews with an evaluation against:
 - Strategic sectors
 - Geographic location
 - Technical skill
 - Counter-party risk
 - Resources available

3

Assure project delivery

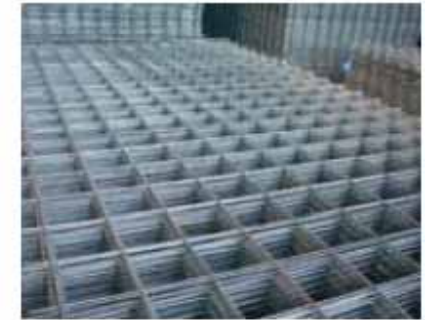
- Ensure “mega contracts” are constantly monitored and implemented-in accordance with group policy
 - Oversight on contract performance
 - Key client liaison
 - “Facilitating resolution on “Red Flag” contracts

SPD – Key differentiator



INVESTMENTS AND CONCESSIONS MANUFACTURING

Transport (Intertoll)	Fibre Cement
Real estate (Property Developments)	Steel

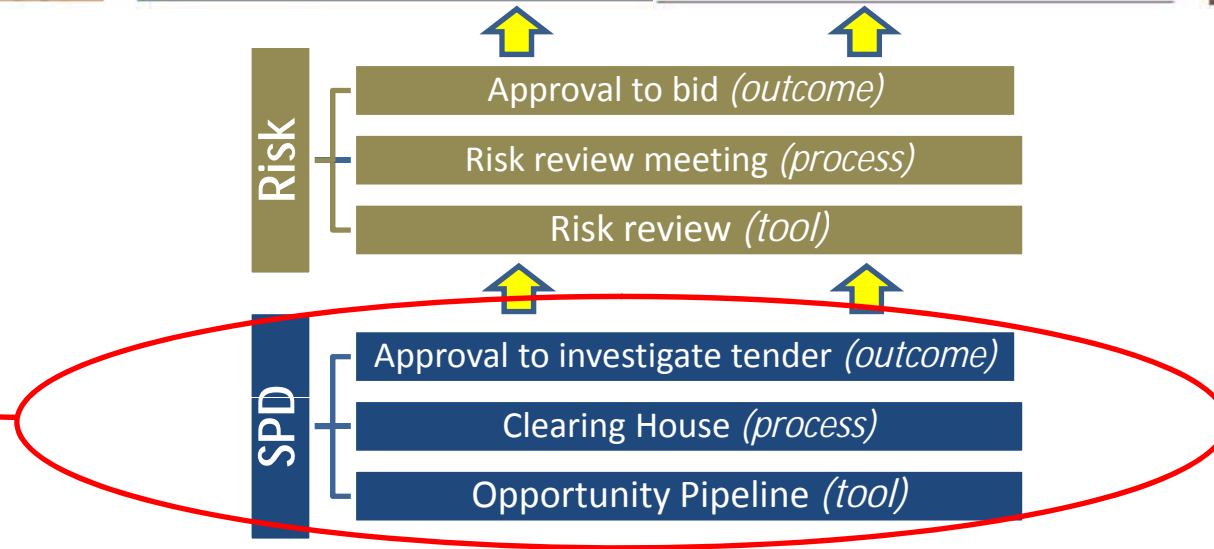


ENGINEERING AND CONSTRUCTION CONSTRUCTION

Power	Building and Housing
Oil and Gas	Civil Engineering
Nuclear Construction Services	Projects
Engineering Services	

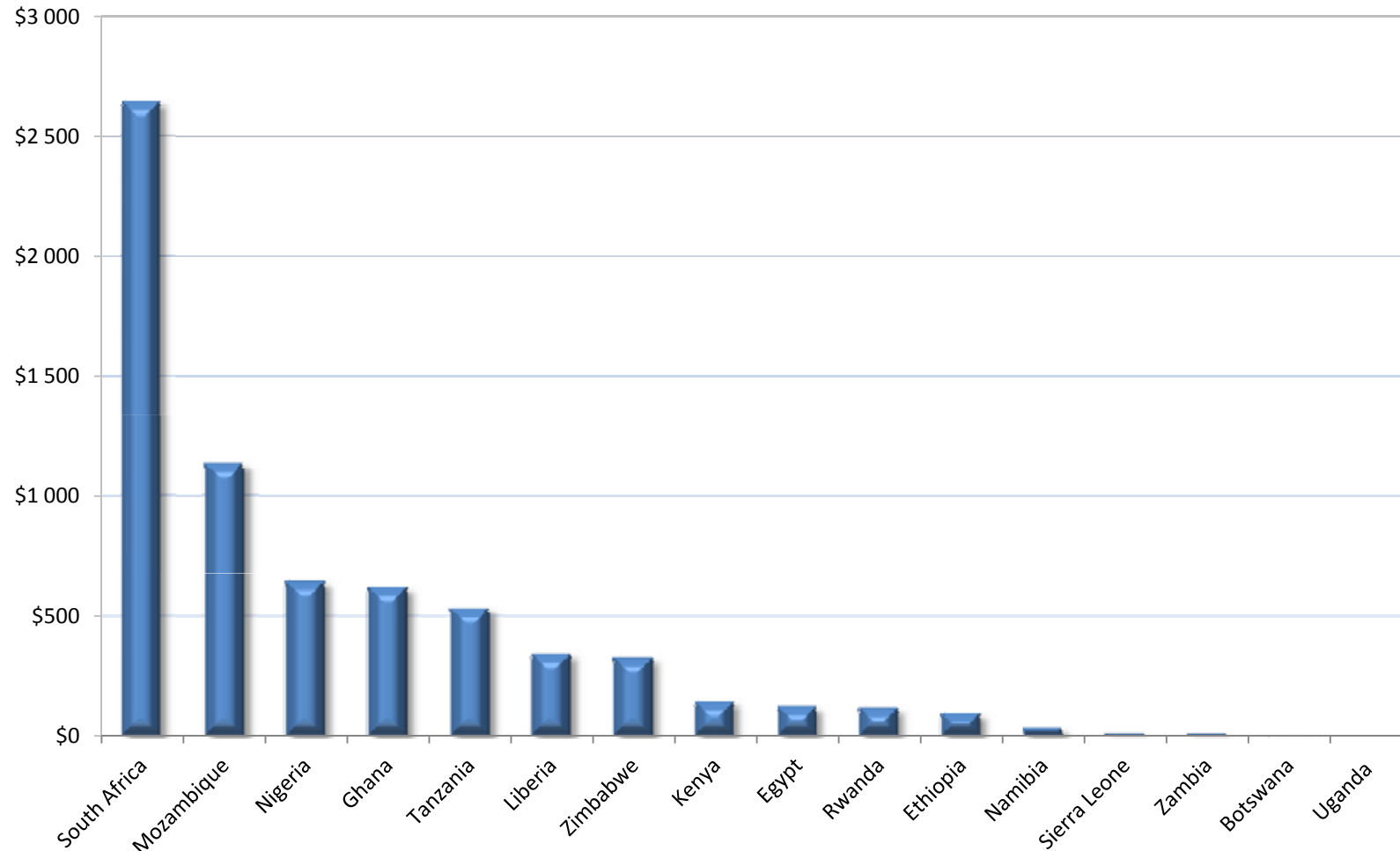


Additional project “early screening” process introduced across the group



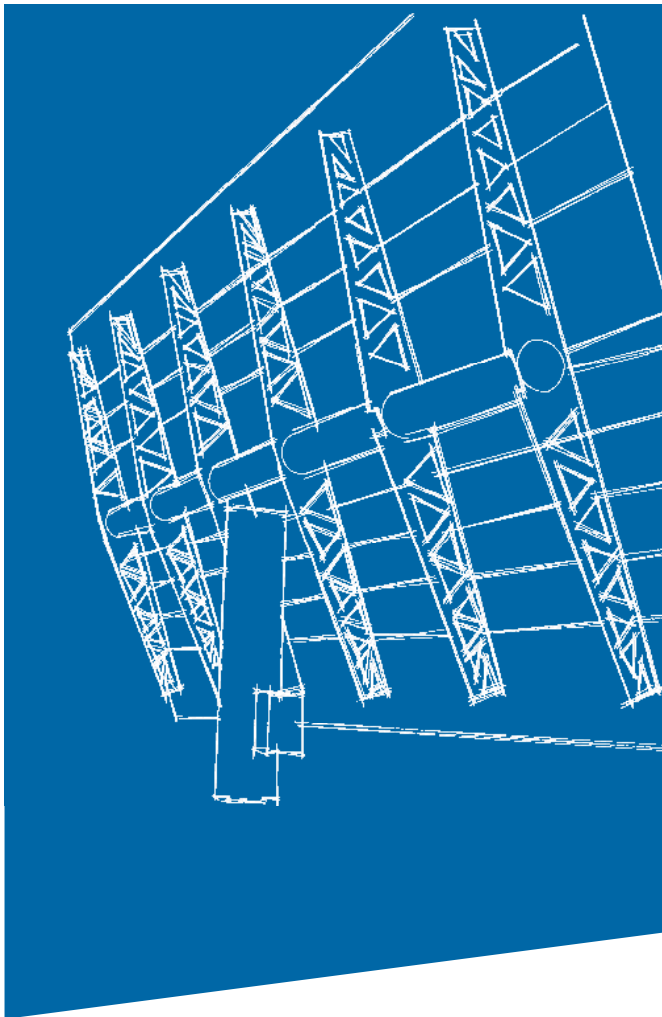
“Clearing House” submissions per country, 2013 year (to date)

USD million



20% of submissions were declined

- these did not meet the group's selection criteria
- and thus were not approved for risk review or bid tendering



Questions
& answers

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