

Leaders in Electronic Technology



Tellumat
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Introduction

Serving South Africa and select world markets

As leaders in electronic technology, Tellumat focusses on solving problems in a way that creates real value for our customers. For more than 50 years we have worked tirelessly to form enduring partnerships with our customers and global technology partners. Our offering includes world-class forward-thinking technology products and custom solutions for the aviation, communications, defence, rail, energy and electronic contract manufacturing markets.

History

More than 50 years of collective field-proven expertise

Fast facts

- Early 1960s** — Plessey plc UK Group establishes a South African based, African subsidiary company.
- 1989** — Plessey plc UK is dissolved and the South African operation becomes an autonomous company.
- 1995** — Lists on the JSE as Plessey Corporation
- 1998** — Fragmented through acquisition, de-listed and renamed Tellumat
- 2015** — 17 years as Tellumat and more than 50 years of continuous business in South Africa



Business Units

Five separate market focussed business platforms

With five interdependent but self-sufficient business units focused on separate markets, Tellumat has the unique depth of expertise and skill to support our customer's achievement of their own strategic objectives.

These key units include:

- Air Traffic Management
- Communication Solutions
- Defence
- Grand Tellumat Manufacturing
- Strategic Projects Group

Air Traffic Management

Up to date, reliable air traffic management requires a service provider with a demonstrable track record in solutions development and implementation. We have an established reputation for providing a vast range of radar, aircraft navigation, instrument landing, runway lighting, and voice communication products and services. Our customers include both military and civilian airports and aerodromes in southern and east Africa.

Communications Solutions

We are able to provide our customers with communication solutions that help them to maintain a competitive advantage. Included in our offering is an array of integrated products, systems and services for network operators, enterprise customers and resellers. Our comprehensive turnkey implementation covers the full spectrum from network design and RF planning to implementation and key infrastructure support. The latter includes microwave links, IP PABX unified communications, and wireless and fixed line devices.

Defence

Defence manufacturing and design solutions require an exceptionally high level of quality and security. Our defence business unit has the proven capability to develop, supply and support systems for harsh environments and conditions. We provide advanced electronic identification, tactical communication and avionics products and systems for system integrators, platform suppliers and end-users.

Grand Tellumat Manufacturing

In an increasingly competitive market place responding swiftly with innovative new products is crucial. Our world-class facilities offer advanced design capability, project management expertise, and a comprehensive suite of full turnkey manufacturing services. Our solutions address the entire product life cycle including design, engineering, manufacturing, logistics, post manufacturing and aftermarket services.

Strategic Projects Group

Our Strategic Projects Group (SPG) identifies and qualifies new and strategic opportunities that can be leveraged using Tellumat's existing technologies, core capabilities, relationships and experience. In so doing SPG creates potential for Tellumat to grow in existing markets and enter into new markets.

Research and Development

The cornerstone of innovation

Tellumat's success is reliant on the competitiveness of our products and processes, which are continuously improved by the engineers and technologists in our development and production teams. To this end, we are committed to technological progress through continuous research and development.

A percentage of turnover is reinvested in research and development. By exploiting our core competencies in air traffic management, commercial and tactical communications, microwave and RF technologies, and electronic manufacturing, we successfully support and deliver products in local and select global markets.



Corporate Governance Principles

Sustainable long-term value for all our stakeholders

The Tellumat Group implements the highest standard of corporate governance across all operations and decision-making processes. We take seriously our accountability to shareholders, technology partners, employees and other stakeholders.

Board of Directors

Our Board of 8 directors includes a non-executive Chairman, 5 non-executive directors, a Chief Executive Director and a Financial Director. Three separate Board committees, audit and risk, social and ethics, and personnel/remuneration, oversee matters outlined by their respective terms of reference. The Board approves strategic plans and annual budgets at Group and divisional levels, and it regularly reviews financial results and overall operational performance. Through the implementation of a hierarchy of delegated authorities, the Board's objective authority over all material decisions is assured.

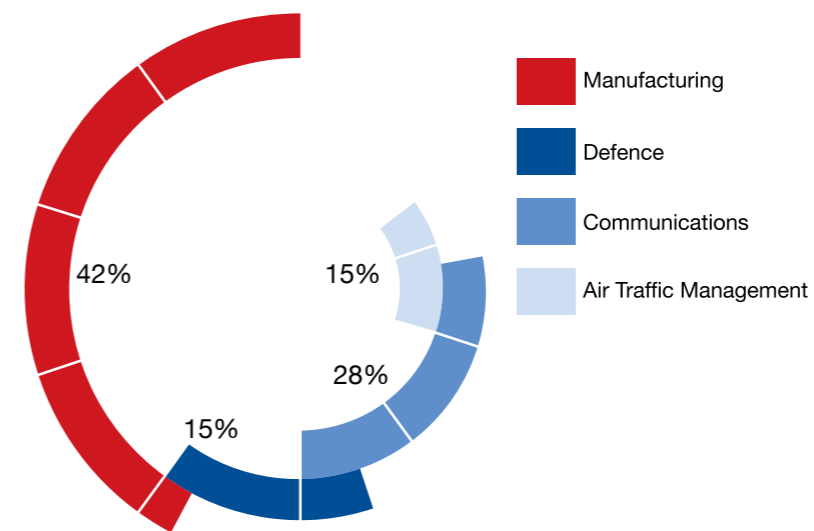
Decentralised divisional management

Key business units (divisional management teams) are accountable for divisional performance and operations. Strategies, which are regularly reviewed and updated, guide management direction and form the basis of annual budgets and financial targets. Our five integrated yet self-sufficient business units work to facilitate and support Tellumat's ethical corporate governance principles.

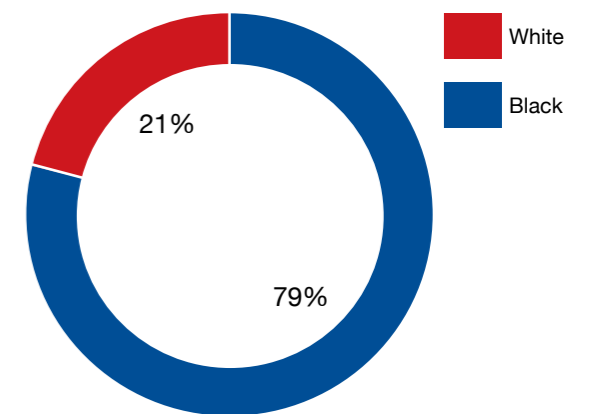
Key Group Statistics

Sales, human resource capacity, employment equity

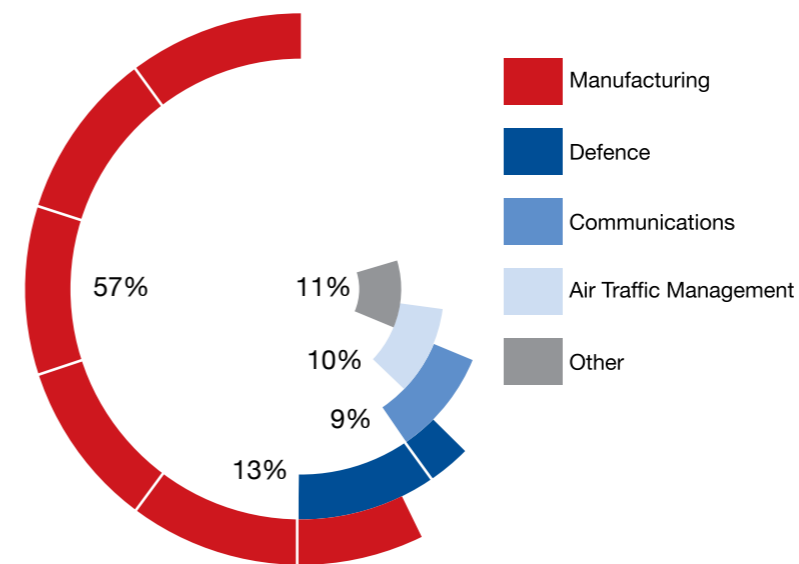
Sales: R300 million



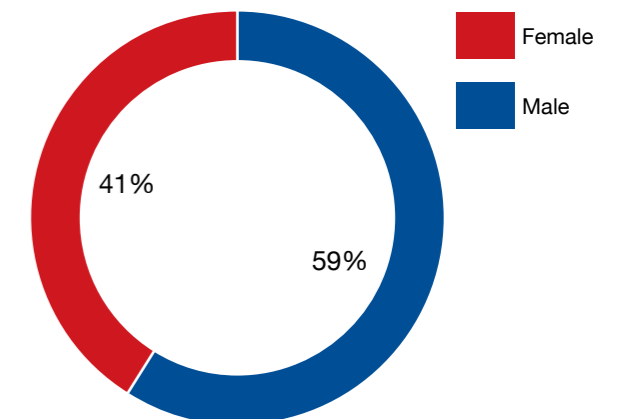
Employment Equity



Total Employees: Approximately 300



Gender



Empowerment

An economic and business imperative

Broad-based black economic empowerment (B-BBEE)

Tellumat is a certified level 2 B-BBEE contributor. We have a base recognition of 125% and, in addition to this, we are attributed with “value-adding supplier”, status. This allows a procurement multiple of 1.25, which means our customers are able to count 156% of their Tellumat procurement spend towards their B-BBEE procurement spend.

Moreover, Tellumat is a recognised enterprise development beneficiary. This means we can assist customers and suppliers seeking to fulfil their enterprise development requirements.

Shareholding

Tellumat’s commitment to B-BBEE is demonstrated in our partnerships with Sihayo Technology Holdings (Pty) Ltd and Primetele (Pty) Ltd. Collectively, Sihayo and Primetele hold 47.5% of shares in Tellumat (Pty) Ltd. Both are broad-based black-owned companies. These partnerships together with our Employee Share Trust ownership scheme comprise Tellumat’s total black ownership, which is 49%. Of this total, black women ownership is 14%.



Employment equity

Tellumat is actively committed to promoting equal opportunities and skills development throughout our business. Year on year we continue to show progress towards achieving representation of the various designated groups at all levels of our organisation. We consult with employees and unions through equity forums and we strive to eliminate and prohibit unfair discrimination in the workplace.

In addition, we have an in-service training programme through which, we identify previously disadvantaged individuals with high potential. Many successful trainees have moved into supervisory and management roles.

Creating economic opportunities

In South Africa, technological advancement includes creating economic opportunities for previously disadvantaged groups in mainstream business. Investing in viable, wealth-creating joint ventures and associate companies ultimately results in community development. This includes developing small, medium and micro enterprises (SMMEs) and implementing community projects.

Where possible, we outsource and sub-contract work to B-BBEE companies. Moreover, in line with Tellumat’s procurement policy, we place orders with competent, competitive companies who achieve high B-BBEE levels according to the Codes of Good Practice.

Air Traffic Management (ATM)

Optimising military and civilian air traffic operational efficiency

Tellumat provides air traffic optimisation services for civilian and military markets throughout Southern Africa with the aim of providing maximum benefit to all users. Competencies include project management, system engineering, product upgrades, software development, installation, integration, commissioning, and logistic and maintenance support.

Based in Pretoria our world-class air traffic management systems include:

- Radar
- Ground-based air navigation
- Airport runway lighting
- Weather information systems
- Air traffic management communication
- Specialised fibre optic systems

Radar systems

Through our partnerships with reputable international suppliers we specialise in the marketing, supply, support and upgrade of:

- Primary and secondary civilian and military surveillance radar systems
- Voice switched systems
- Very high frequency (VHF), ultra high frequency (UHF) and high frequency (HF) communications systems

We add value to predominantly factored products and systems using established design, development, manufacturing, systems integration, installation, flight trial, commissioning, project management and support capabilities.



ATM has 40 years of expertise in radar and air traffic control systems. This means we are able to install, commission, support and upgrade your ground-based radar systems for both civil aviation and military environments. We also completed successful upgrades to a number of Plessey AR-3D long-range air defence radars. This included a modernisation programme that replaced outdated processing and display workstation equipment.

For years we have worked in partnership with highly respected original equipment manufacturers (OEMs). Our expertise spans everything from a series of voice communications and control switches (VCCS) to voice and data recording equipment for the South African Air Force.



Ground-based air navigation systems

Tellumat ATM is an International Civil Aviation Organisation (ICAO) registered ground-based navigation systems supplier. We follow ICAO recommended aviation safety and security regulations and environment protection practices. Our extensive experience includes the supply, installation, and commissioning of both en route and approach ground-based navigation systems in South Africa and other neighbouring countries.

Airport systems

We provide a full spectrum integrated service for a variety of civil and military airport systems from supply and installation to commissioning and maintenance. This includes airport meteorological systems and airfield ground lighting systems.

Airport meteorological systems (AMOS)

In partnership with a leading supplier of airport meteorological systems we provide professional best quality, accurate measurement solutions. All our technology is International Civil Aviation Organisation (ICAO) and World Meteorological Organisation (WMO) compliant.

Tellumat ATM's offering includes all aviation weather observing requirements and daily air traffic safety. ATM airport meteorological systems include:

- Airport weather observation
- Automatic weather observation and data collecting stations (AWOS)
- Processing and archiving
- Meteorological data communication and climatology databases

Airfield ground lighting systems (AGL)

Our visual guidance lighting systems are all ICAO compliant. AGL systems include mobile (portable) airfield lighting and precision approach path indicators (PAPI).

Air traffic management communication systems

We know that air traffic communication for both civil and military applications is a complex undertaking. With years of experience we deliver highly reliable systems to optimise customer capabilities. We supply, install, commission, and maintain high quality factored air traffic communication systems such as:

- Very high frequency (VHF) and ultra high frequency (UHF) radio
- High frequency (HF) communication
- Data communications
- Microwave data links
- Voice communication control systems (VCCS)
- Crash alarms
- Air traffic information systems (ATIS)

Specialised fibre optic systems

Over the years we have fine-tuned our skill in providing mission critical turnkey solutions for our customers in civil and military markets. This includes the installation and maintenance of fibre optic cable infrastructure and interfacing.

Tellumat field teams include certified cable technicians with the ability to splice, test, and “blow” fibre optic cables. We also have the necessary project construction site telecommunication infrastructure project management experience. This includes trenching, ducting installation, manhole construction, and hauling cables to specification and required standards.

Maintenance support

All our systems are supplied, integrated, supported and maintained according to customer specific requirements. Our clients trust us to provide top quality maintenance support. This is demonstrated in our numerous current maintenance support contracts, one of which has been in place for more than three decades. Our three operational support levels are as:

- O (Operational)
 - We have a remote control monitoring and maintenance system (RCMMS), which oversees installed systems at the customer's facility
- I (Intermediate)
 - You get the ad-hoc on site support of an engineer and/or senior technician to ensure any problems experienced are promptly dealt with
- D (Depot or factory)
 - Our technical experts are able to execute repairs on modules right down to component level, for which we provide a repair guarantee. We are particularly proud of our quick turn-around time. This, together with stock held modules and components helps to create a more cost-effective support service

Communication Solutions

Innovating smarter ways to communicate

Tellumat provides telecommunication services to network operators and network service suppliers as well as enterprise voice and data solutions to channel partners and select end customers within Sub-Saharan Africa. These include:

- A high-tech wireless network design capability
- Best of breed enterprise voice communication solutions
- Integrated professional services with full turnkey implementation and managed services (network design, rollout, upgrades, maintenance, repairs, support and managed operations services)

We focus on two main business areas namely, professional services and enterprise solutions.

Professional services

Our in-house capability includes network architecture design, radio frequency planning, solution engineering, implementation, support, and project management. This means we can design, develop and implement complete wireless network solutions. Our customer solutions cover the complete product lifecycle:

- Turnkey solution design
- Network planning
- RF planning
- Capacity and coverage analysis
- Installation and commissioning
- Maintenance and support
- Network optimisation
- Repairs

There is little doubt that there is a growing demand for multi-technology wireless networks in the developing world. These include WiMax, GSM, CDMA, WCDMA, LTE, IP Microwave and ultra-high capacity backhaul solutions. In order to satisfy this demand, we combine in-house wireless technologies with carefully selected partner technologies. This means that we are able to successfully help our customers to implement leading broadband wireless access networks and back-haul solutions.

Other services for operators and service providers include:

- Cellular base station upgrades and rollout
- Cellular backhaul
- New technology installations such as multi-service access nodes (MSAN) and long term evolution (LTE)
- Quality assurance
- Managed services

Enterprise solutions

We design, manufacture and supply reliable voice communication solutions which will put customers in a position to focus on their core business. Working with local businesses, marketing experts, technology specialists and various strategic partners, our comprehensive enterprise solutions include:

- Unified communications
- Fixed mobile convergence
- Contact centres
- Voice recording solutions
- Enterprise WiFi
- Networking solutions
- Mobility solutions
- Product installation, maintenance and support

Tellumat is the sole distributor of the award-winning ShoreTel Unified Communications solution. This distributed technology architecture provides unrivalled scalability and reliability. Unified communication system users have consistently ranked ShoreTel number one for ease of use. Industry analysts still agree that it has the lowest total cost of ownership in the industry.



Electronic identification (IFF)

Electronic identification facilitates informed decisions at critical moments. It entails integrated secure identification friend of foe (IFF) systems for aerospace and naval use.

Our innovative interrogator products and systems are produced for naval and land based air defence radar and weapons systems. We have a versatile range of IFF transponders for various airborne, unmanned air vehicle, and maritime applications. Our proven national secure mode IFF system includes interrogators, transponders, cryptographic computers, test equipment and crypto data management systems.

Tactical communications

Tellumat Defence specialises in long range, secure, low latency line-of-sight data links for unmanned aerial systems (UAS), fixed and rotary wing aircraft, and terrestrial applications.

Our remote platform data units provide high performance high definition (HD) video and data capability in a compact, lightweight package. Matching ground station units provide reliable, accurate tracking and ranging capabilities, plus full connectivity for easy integration into voice and video, and data networks. By connecting crucial islands of information, we help to provide full situational awareness from which optimum tactical decisions can be made.

Unmanned aerial systems (UAS)

Building on its comprehensive UAS electronic subsystem product portfolio, Tellumat now offers complete mid-sized ($\approx 70\text{kg}$) UAS solutions. These are suitable for a variety of airborne surveillance and monitoring applications, at a fraction of the acquisition, operating and support costs of comparable market offerings.

Tellumat's UAS solution offering includes the unmanned aerial vehicle (UAV) with avionics, payload and ground support elements as well as the communications subsystem and portable ground control station (GCS).

Our subsystem offering includes flight mission computers (FMC), inertial navigation systems (INS), navigation sensor packs, ground control stations (GCS), and microwave data links. Our capabilities also extend to electronic subsystem and unmanned platform integration and UAV flight testing support. Our Hardware-in-the-loop simulation was specially developed to support ground testing and electronic subsystem qualification.



Infrastructure and security monitoring

Tellumat Defence has adapted the domain of infrastructure and security monitoring (ISM) to its portfolio. Using a variety of sensors, including optical fibre distributed acoustic sensing (DAS) and suitable communications and database technologies, comprehensive system management / secure perimeter management solutions for linear assets are possible.

Linear assets include railways, pipelines, power and communications infrastructure as well as security perimeters of critical installations, such as power stations, airports, military bases and mines. DAS technology enables centralised, automated, remote condition-monitoring of pipelines, utility and railway infrastructure spanning hundreds of kilometres. It also means early threat warning and minimal false alarms.

Integrated logistic support

Our extensive logistic support service includes our own and original equipment manufacturer (OEM) products. We provide on-site logistic support for the South African (SA) Navy's system support centre (SSC). This includes microwave and navigation systems support ashore and on the SA Navy's frigates and submarines. Tellumat's depot-level repair facilities have the capability to perform major obsolescence engineering and remanufacturing.

Critical country and end-user partnerships

Willingness to cooperate with foreign countries and end-users is both necessary and beneficial. It helps to promote mutual self-reliance and strengthens important government ties between countries. Our full scope of engagement options range from simple agreements of sale to installation and maintenance, training, integrated logistic support, manufacturing and development collaboration.



Grand Tellumat Manufacturing (GTM)

Bringing your ideas to life

GTM is a joint venture company, 51% owned by a wholly owned subsidiary of the JSE-listed Grand Parade Investments (GPI) and 49% owned by Tellumat. The joint venture is an ideal merger of Tellumat's engineering and manufacturing capabilities with GPI's investment acumen. The company aims to position itself as the manufacturer of choice for electronic and related technology products designated as requiring minimum levels of local content. This is so as to be eligible for procurement by government departments and local infrastructure projects. The partners anticipate that government's localisation initiative will create more local manufacturing opportunities and act as a catalyst for job creation.

To achieve a competitive edge you need a reliable manufacturing partner with an evolving service and equipment base. At GTM we make significant capital investments in new technology and additional capacity to meet client and industry demand.

Our comprehensive electronics design and manufacturing capabilities enable us to provide our customers with consistently innovative and highly reliable manufacturing solutions for their products.

Tellumat's manufacturing capability is housed in our 9 000sqm Western Cape electronic assembly and manufacturing facility in Tokai. This facility is uniquely equipped to provide from labour only to full turnkey solutions for small to large companies. We provide complete system solutions for all levels of complexity including prototyping, quick turnaround, and we cater for low and high volume production.

Capabilities extend to a wide range of markets including:

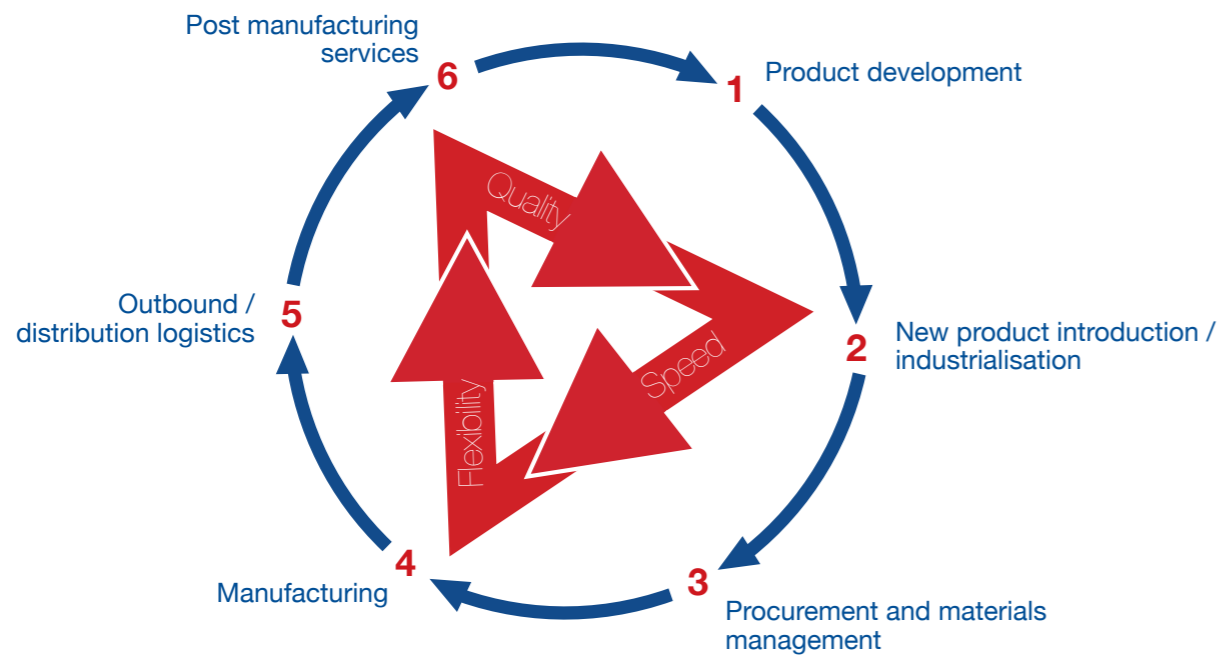
- Telecommunications
- Defence and aerospace
- Metering and renewable energy
- Security
- Industrial
- General consumer electronics
- Television / audiovisual
- Medical
- Automotive

Highly optimised electronic contract manufacturing solutions can reduce time-to-market, lower total costs, and improve asset utilisation. Ultimately, we can help you to increase market share and partner margins.



Electronic assembly and manufacturing services

GTM provides a complete turnkey solution. This means we offer the full suite of design, manufacturing, and post manufacturing services. Integrating quality, speed and flexibility across all functions, we provide our customers with innovative solutions to cover the entire product life cycle.



1 Product development

- Complete contract development service
- Systems engineering and project management
- Dedicated engineering team
- Skilled technicians
- Full product design assistance for manufacturability

2 New product introduction / industrialisation

A structured approach to new product introduction (NPI) by a dedicated engineering team ensures high product yields and product repeatability. It also means that products get to market as quickly as possible. We assist you every step of the way through the NPI and industrialisation phases. This includes our comprehensive engineering service, production jig design, data pack development, test solutions and jigs, and product and process refinement, distribution logistics, post manufacturing, and services.

3 Procurement and materials management

We use SAP, a best-of-breed enterprise resource planning (ERP) for configuration and materials management. Product information is assembled and managed with the aid of a meticulously structured bill of materials (BOM) crucial for material requirements planning (MRP). Owing to GTM's long-standing local and international supplier relationships, our customers benefit from preferential pricing, substantial buying power, and consolidation of purchases. Our time tested expediting and supply chain management ability ensures timely delivery.

4 Manufacturing

We understand the importance of adapting to customer requirements as their products progress from concept to production. With our large purpose built factory, we have the increased capacity to deliver products of varying complexities from single unit prototypes to high volumes.

Reliability and quality are built in to our customer products by utilising:

- automated surface mount technology (SMT)
- Through-hole-technology (THT)
- Wave solder equipment
- Skilled operators with stringent quality assurance measures applied throughout each process.

Cape Town facility

9000m²

Prototyping to volume production

We are also able to provide various custom test solutions from simple pass / fail testing of high volume products to full system functionality testing. This includes complex radio frequency technologies. We handle integration (electromechanical, wiring, harnessing) from simple box integration to complex final system integration. We are able to capture and maintain complete product build-state configuration information using our own in-house developed system. Other onsite facilities include a comprehensive environmental testing laboratory and a South African National Accreditation System (SANAS) approved calibration laboratory.

5 Outbound / distribution logistics

We provide a reliable, flexible service from final packaging, logistics (including shipping) and efficient distribution, to end user delivery.

6 Post manufacturing services

Our support does not end at delivery stage. We have a dedicated customer service and repair centre to ensure a longer product life cycle. Services include repairs, modifications, upgrades, and refurbishments.

Strategic Projects Group (SPG)

New technology, product, and business innovation

SPG exists to identify and generate new medium and long term business opportunities and technology based products to meet changing customer requirements.

Such opportunities may require initial new product development or business models, after which, the opportunity is developed to a point of viability. The strategic project is then executed within SPG or handed over to one of our other business units. It all depends on which unit has the necessary skills, resources and market focus to take the new intellectual property to market. Alternatively, if the new intellectual property has significant potential or is focussed on a new niche market, a new business unit may be developed for this purpose.

Primary activities include:

- General business development
- Targeted technology innovation
- Identifying and building strategic partnerships
- Product, service, and solution incubation
- Business model innovation

We deploy technology based solutions that cover a broad range of domains such as:

- Smart metering technology that conforms to the standard transfer specification (STS) encryption baseline
- Receiver designs for the precursor technology testbed for the Square Kilometre Array (SKA) telescope – includes the development of a cryogenic low noise amplifier (LNA)
- Electronic distance measuring (EDM) devices also used for slack-rope detection in the mining industry
- System engineering solutions for school e-learning environments
- Global system mobile (GSM) protocols that support mobile handset connectivity
- Wireless broadband solutions that focus on the access layer into core networks

Our delivery mechanism is a dynamic, creative process of targeted market analysis coupled with contextual business model innovation, solution development and business incubation. As technology and business innovators we bring practical customer-centred solutions to the market place.



Quality Assurance

Continuous improvement in all aspects of our business

Customer satisfaction is crucial for Tellumat's business success. As an ISO 9001:2008 accredited company we follow rigorous procedures to ensure high standards throughout. This is central to our reputation for outstanding design, manufacturing, and customer support.

All Tellumat, employees across all of our business units are responsible for ensuring quality, superior customer service and continuous improvement. This is a key factor in the performance of all the products and systems we design and manufacture. That said we also have a dedicated quality assurance division who work with proven and emerging technologies to pre-empt issues and to ensure compliance and effectiveness.

As a group we are committed to continuous improvement in all aspects of our business with a particular focus on upstream processes. This means we incorporate quality as early as possible to ensure an exceptional quality product and we provide the superior service our customers have come to expect.

Calibration and environmental testing

Our quality assurance team provides an environmental testing service to all business units and to external customers. The calibration laboratory is accredited by the South African National Accreditation System (SANAS) according to ISO/IEC 17025:2005. Measurement capabilities include DC low frequency, time and frequency, and radio frequency.

Moreover, our environmental test facility provides simulated environments for product development, qualification, acceptance, research, and reliability testing. We can simulate extreme temperature, vibration, shock, humidity, altitude, salt atmosphere, and ultra violet (UV) conditions. Our calibration and environmental test programmes are as flexible as possible in order to service customer schedules.

Corporate Social Responsibility

Initiatives that benefit society

Atlantis Community Workplace Readiness Programme

A lack of education, access to resources and poor infrastructure are a few of the challenges hampering economic development in Atlantis. Tellumat had a manufacturing plant in Atlantis so we partnered with Media Works and the MICT SETA (Media Information and Communication Technologies) and various other stakeholders. We established a work readiness and foundational learning programme for approximately 150 learners aged 18 to 26. The programme provides young people with an opportunity to study and earn a stipend while equipping themselves for further tertiary studies. After successful completion of the foundational learning programme, learners will be eligible to study any of the TVET (technical and vocational education and training) tertiary qualifications offered at the West Coast College.

Bursary Programme

It is vital that our company plays a role in building capacity for future scientific research and development. To this end, we administer a bursary scheme to provide financial support to dependants of employees with limited resources for tertiary education.

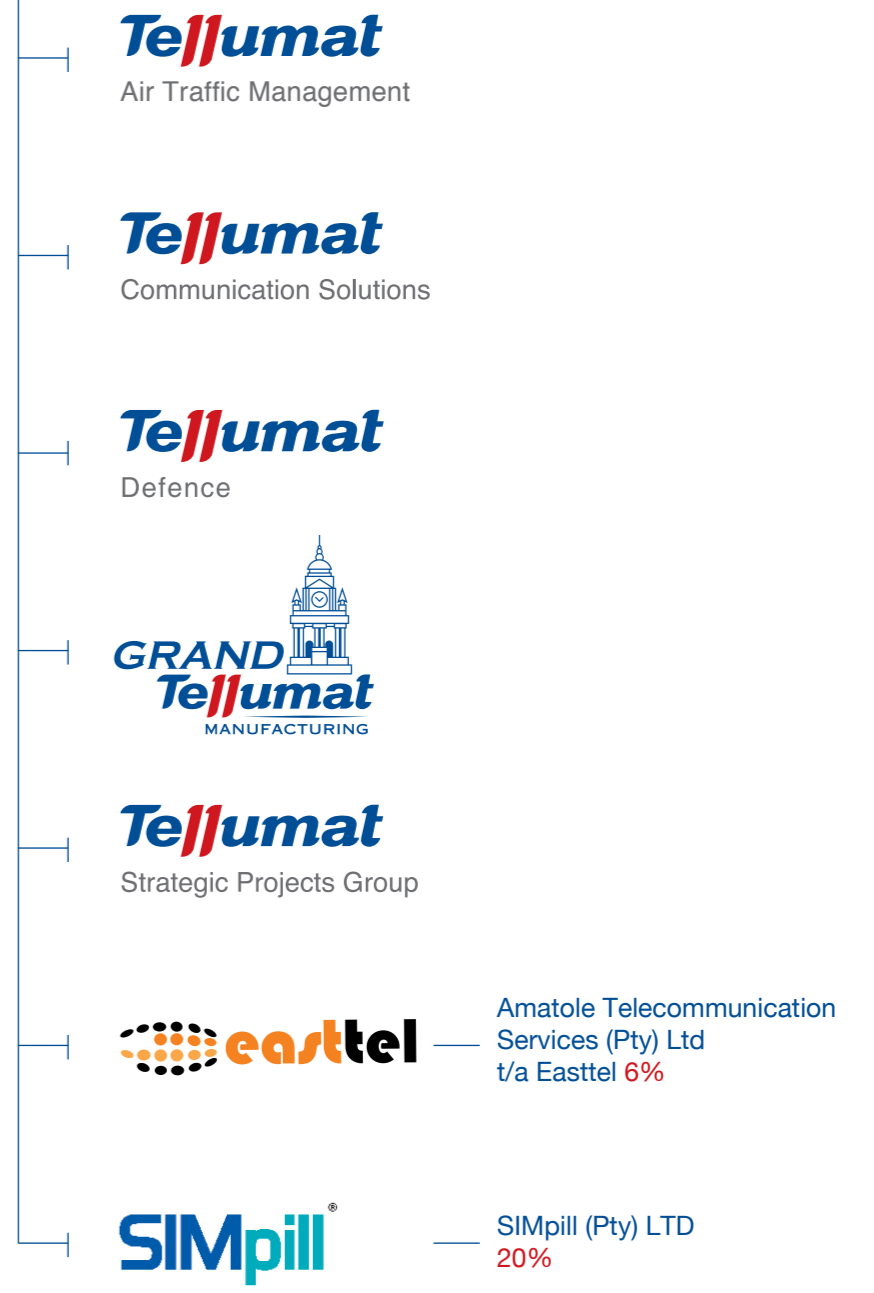
Over the years we have awarded bursaries for diplomas and degrees in Commerce, Engineering, IT, and science. In cooperation with key customer education initiatives we also provide funding for postgraduate and PhD studies at select institutions of higher learning.





Tellumat Directors & Management 52.5%	Sihayo Technology 30%	PrimTele 17.5%
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Tellumat



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GPS Coordinates: 34°4'9.82"S 18°27'45.05"E

The logo for Tellumat, featuring the word "Tellumat" in a bold, blue, sans-serif font. The letter "l" is stylized with a red vertical bar on its left side.