



PRESENTATION TO FUND MANAGERS & FINANCIAL ANALYSTS

Energy: Power, Oil & Gas Sectors

25 November 2013



Landscape – power sector

WIND



SOLAR



THERMAL



NUCLEAR



O & M



South Africa



- Wind & solar : Tariffs very competitive in REIPPP Window 3, EPC pricing very competitive in both Wind & Solar offerings. Focus will be to pursue the balance of plant construction services to international EPC contractors
- Industrial thermal: Co-Generation and Off-Gas projects are being developed. This presents an opportunity for the group
- Utility thermal and nuclear: Eskom “New Build” remains a prospect for the group and its nuclear business
- All technologies: Operations and maintenance opportunities exist and the group is looking to specifically expand its offering to renewable project owners

Landscape – power sector

WIND**SOLAR****THERMAL****NUCLEAR****O & M**

Rest of Africa



- Wind & Solar: opportunity exists to expand the group's renewable experience in South Africa into selected african countries
- Thermal gas generation enquiries are increasing. Renewed interest from South African lenders and export credit agencies has allowed EPC offers from South Africa to be more competitive
- Geothermal enquiries from Kenya have been issued and the group is well positioned for these projects

Landscape – oil & gas sector

UPSTREAM



MIDSTREAM



DOWNSTREAM



South Africa



- Downstream: The group has an established turnaround & maintenance business at most refineries in South Africa. This offering will be expanded into the remaining two refineries not yet clients of the group
- Downstream: "Clean Fuels" legislation presents a large opportunity to the group over the next five years
- Upstream: Preparation by the group to offer services to "Shale Gas" companies are well advanced
- Midstream: Expansion in fuel storage facilities will remain a key focus for the group's tankage teams

Landscape – oil & gas sector

UPSTREAM



MIDSTREAM



DOWNSTREAM

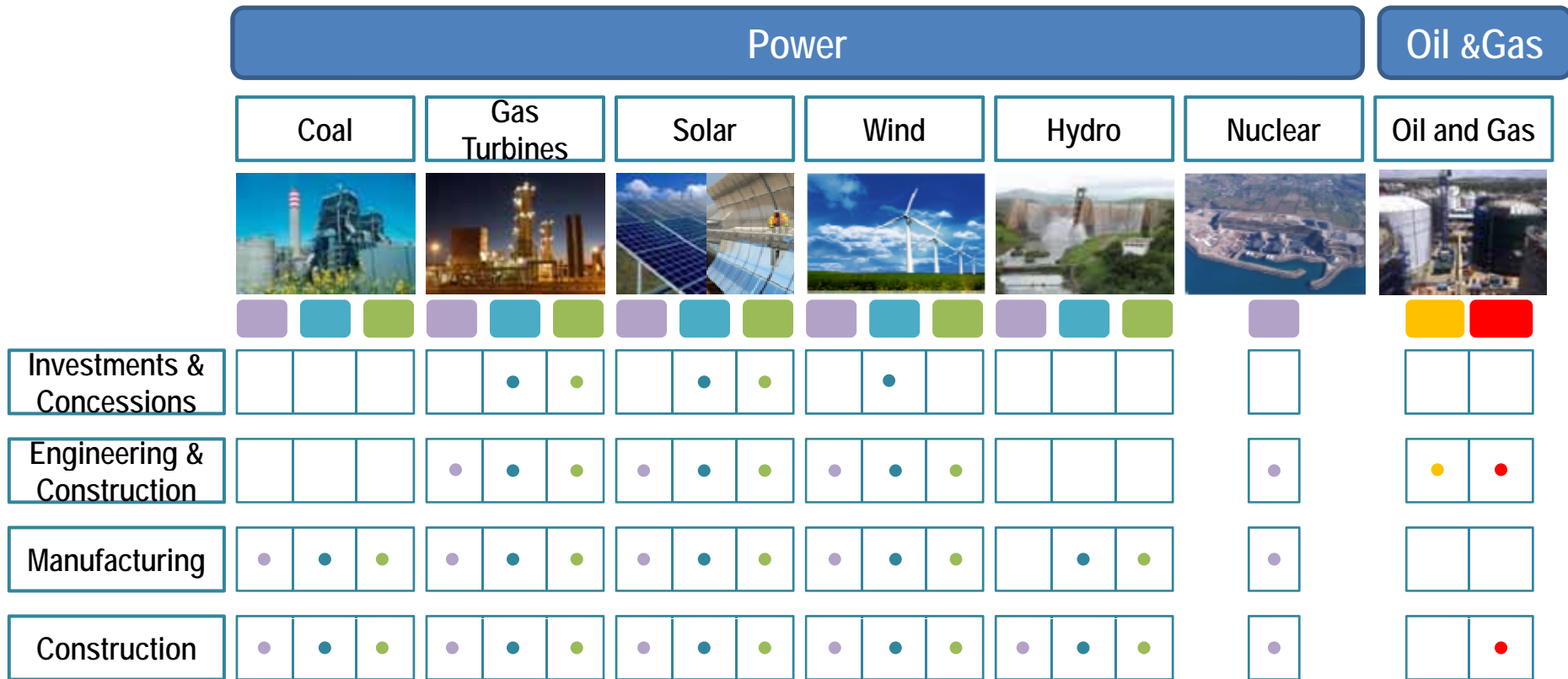


Rest of Africa



- Downstream: The group has an established turnaround & maintenance business at most refineries in South Africa. This offering will be expanded into refineries in Africa
- All: Gas and oil finds in East Africa present future prospects in these markets
- All: Western Africa Oil & Gas fields will be investigated

Strategic positioning - the group's energy sector focus



-  Utilities - Eskom
-  Independent Power Producers
-  Captive Power Projects - Sasol
-  Refineries Maintenance & Shut Downs
-  Oil Majors and Utility Company Projects

Contract activity – power sector

WIND



SOLAR



THERMAL



NUCLEAR



O & M



CURRENT CONTRACTS

- Klipheuwel 27MW
- Noblesfontein 74MW

- Touwsrivier 40MW CPV
- Jasper 75MW PV

- 17MW Namaqua
- 670MW Avon
- 335MW Dedisa
- Kusile civils

- PTR Replacement Project

- Klipheuwel 27MW
- Noblesfontein 74MW
- Touwsrivier 40MW CPV
- Jasper 75MW PV



TARGETED PIPELINE

- 16MW Biofuels
- SGR Replacement
- Eskom New Build

CURRENT CONTRACTS

- 120MW Aba Gas: Nigeria
- 40MW Kuvaninga Gas Mozambique



TARGETED PIPELINE

- 50MW: Senegal
- 50MW: Kenya
- 50MW: Namibia
- 380MW Kpone Gas Ghana
- 35MW Geothermal Kenya
- 2.8MW Waste Energy Nigeria

Contract activity – oil & gas sector

UPSTREAM



MIDSTREAM



DOWNSTREAM



CURRENT CONTRACTS

- Petro SA Oil Rig Shutdowns & Maintenance

- NMPP Multi Fuel Pipelines
- NMPP Pump Stations
- NMPP Accumulators Project
- Shell Storage Fuel Depots
- Engen Feederline / Back of berth
- Engen Storage Fuel Tanks

- NMPP Multi Fuel Terminal Points
- Refinery Projects
- Shell Fuel and Gas Storage facilities
- Chevron Core Maintenance
- Petro SA Turnarounds and Maintenance
- Oil and Gas fabrication facilities

TARGETED PIPELINE

- "Clean Fuels" Refinery Projects
- Shell Fuel and Gas Storage facilities
- Chevron Core Maintenance
- Chevron Turnarounds and Maintenance

CURRENT CONTRACTS

TARGETED PIPELINE

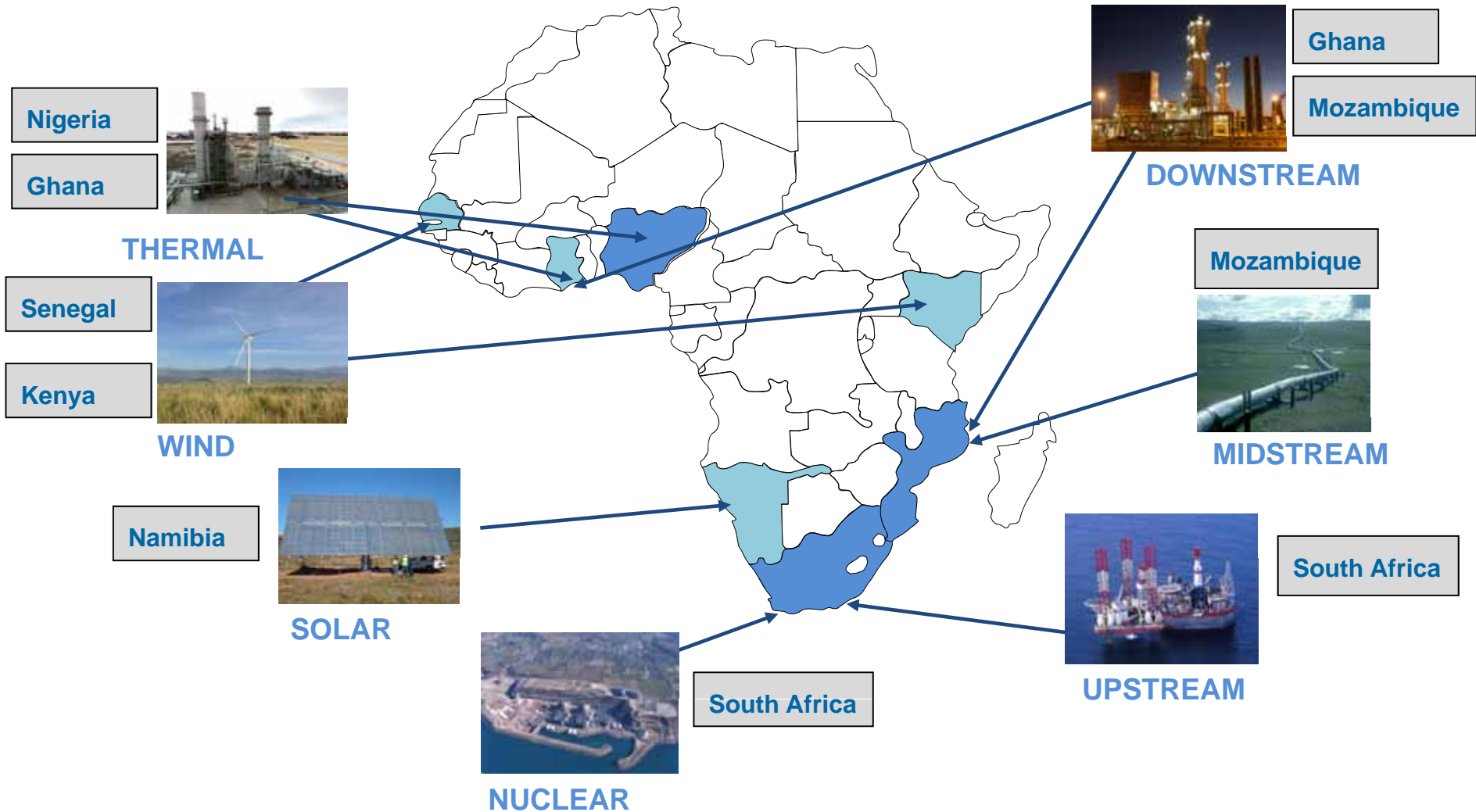
- East African Natural Gas project
- Mozambique Oil & Gas strategy
- Oil and Gas fabrication facilities



Country focus – energy sector

Current operations/experience

Targeted Regions

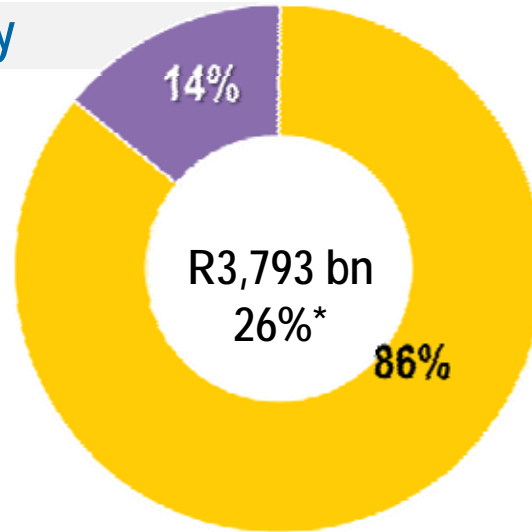


In summary – power sector

Secured contracting power order book

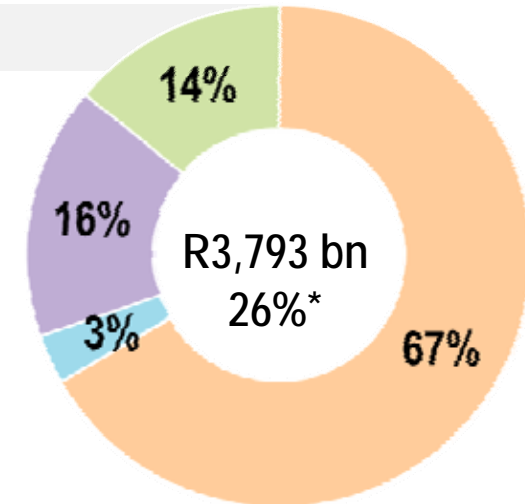
By geography

- South Africa
- Rest of Southern Africa



By segment

- E&C
- Building
- Civil
- Projects



In addition to the above contracting order book, the power O&M order book is R279m

Targeted power opportunity pipeline

Power sector (Rbn)						Total
International split			Local split			
Total	Private	Public	Total	Private	Public	Total
19	19	-	14	14	-	33

* % of total contracting secured order book

Power sector outlook

In summary

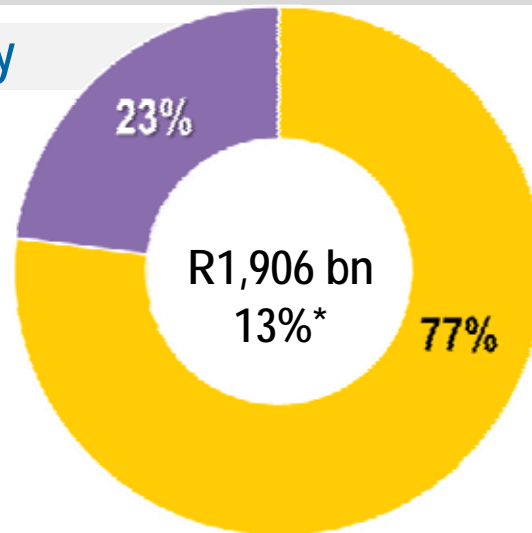
The sector is
"active"

In summary – oil & gas sector

Secured contracting oil & gas order book

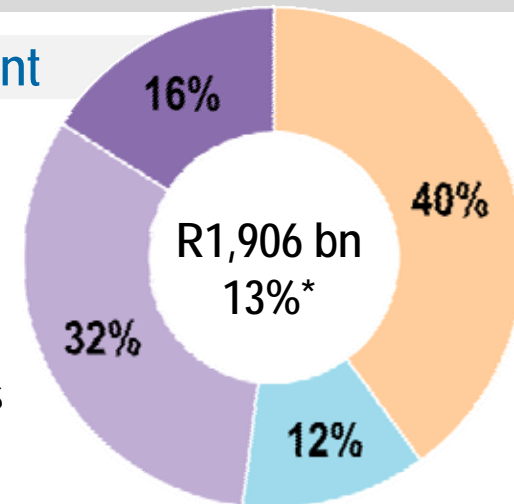
By geography

- South Africa
- Rest of Southern Africa



By segment

- E&C
- Build
- Civils
- Projects



In addition to this contracting order book, the oil & gas O&M order book is R58m

Targeted oil & gas opportunity pipeline

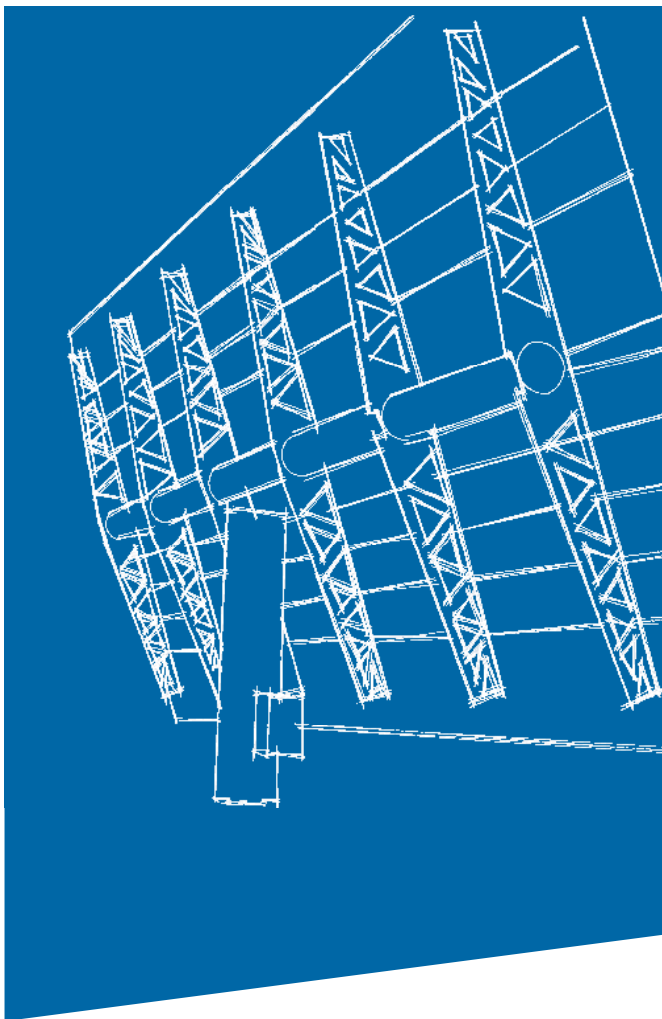
Oil & Gas sector (Rbn)						
International split			Local split			Total
Total	Private	Public	Total	Private	Public	
18	18	-	8	6	2	26

* % of total contracting secured order book

Oil & Gas sector outlook

In summary

The sector is "slow" to "active"



Questions
& answers

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