



INVESTOR MANAGEMENT DAY – DUBAI

*Background*

*Strategy*

*Operations*

*Some current and recently secured contracts*

# Background

## *Commencement of operations in Dubai in 2004:*

- Registered G5 operations
- Sponsorship agreement with Al Naboodah established
- All contracts executed on a sole risk basis as a subcontract to Al Naboodah or direct to external client

## *Joint venture between Al Naboodah and Group Five established in F2008:*

- Contracts are executed on an equal profit and risk basis
- Selected contracts within the branch structure were moved to the new entity and additional contracts secured
- Remaining contracts left within the branch are nearing completion, these continue to be administered under the previous structure
- The management and operational team remain unchanged

# Strategy

-  G5 regional focus is on the United Arab Emirates
  - High growth, low risk
-  G5 JV with Al Naboodah provides both security due to a shared risk and reward and equity interest while providing new business opportunities in this market
-  Initial sponsorship agreement allowed the group to establish itself properly in Dubai before expanding the work base
-  The leadership team in Dubai is now established and experienced
  - No need to source additional skills from SA pool
-  Contract work executed has previously been limited to civil engineering works and mainly with airports company as client
-  Expansion into mechanical electrical piping (MEP) work

-  R6 Billion in orders recently won in Dubai (G5 share = R3bn)
  - executable in 26 months
-  First orders in Abu Dhabi secured
-  Additional complement of 3000 contract workers required to execute contracts; third country nationals are being sourced
-  A competitive contractors environment, cost of penalties due to delay or non performance requires rigorous programme management
-  Strong, sustainable regional economic growth
  - Compound growth of 13% since 2000 \*
  - Real GDP growth of over 5% p.a is forecast to 2011\*

\* Source: Business Monitoring International Limited

## ***Some current and recently secured contracts***

| Previously reported       | Value | G5 Stake | Duration  | Start Date |
|---------------------------|-------|----------|-----------|------------|
| Dubai Duty Free Warehouse | R360m | 100%     | 1,5 years | Dec 2006   |

The contract has performed well and is nearing completion

|                            |       |      |          |          |
|----------------------------|-------|------|----------|----------|
| Dubai Terminal 2 expansion | R577m | 100% | 1,5 year | Oct 2006 |
|----------------------------|-------|------|----------|----------|

The contract has performed well and is nearing completion

| Recently secured               | Value | G5 Stake | Duration  | Start Date |
|--------------------------------|-------|----------|-----------|------------|
| Middle East Civils works – UAE | R6bn  | 50%      | 9-26mnths | March 2008 |

The recently secured contracts include:

- Housing scheme for Dubai Police Force and Army Officers
- Bridge associated with the new Jebel Ali Airport and trade complex
- Five additional bridges
- Three underpasses at Jumeirah