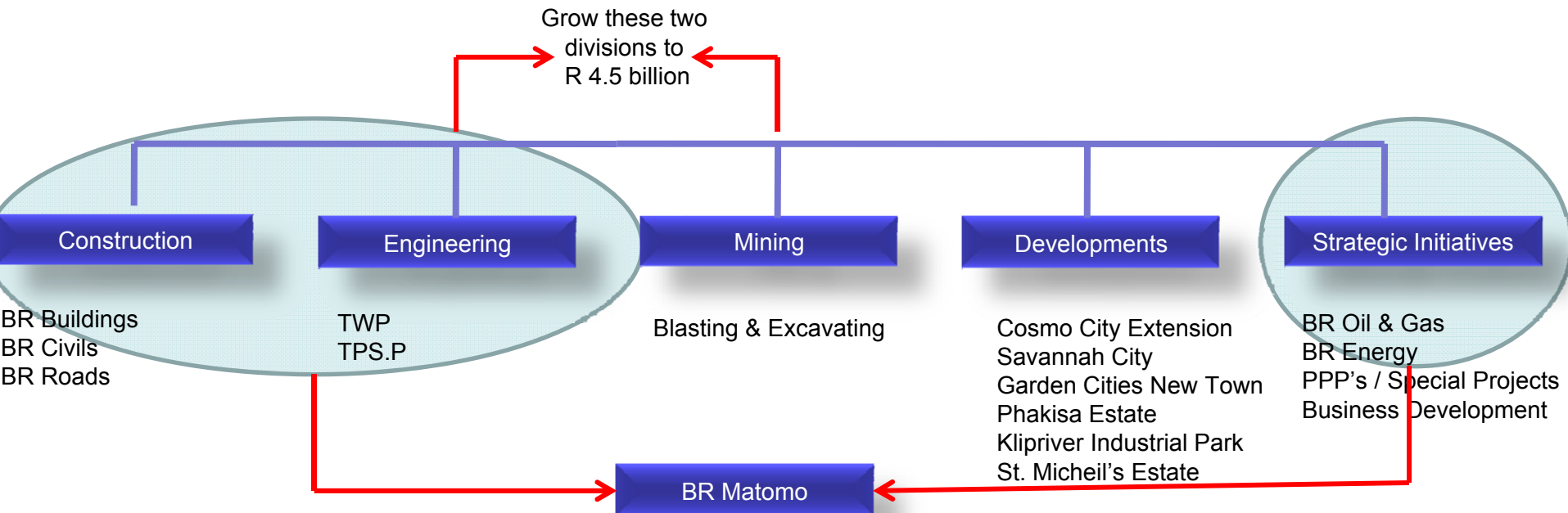


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building legacies

Business Development



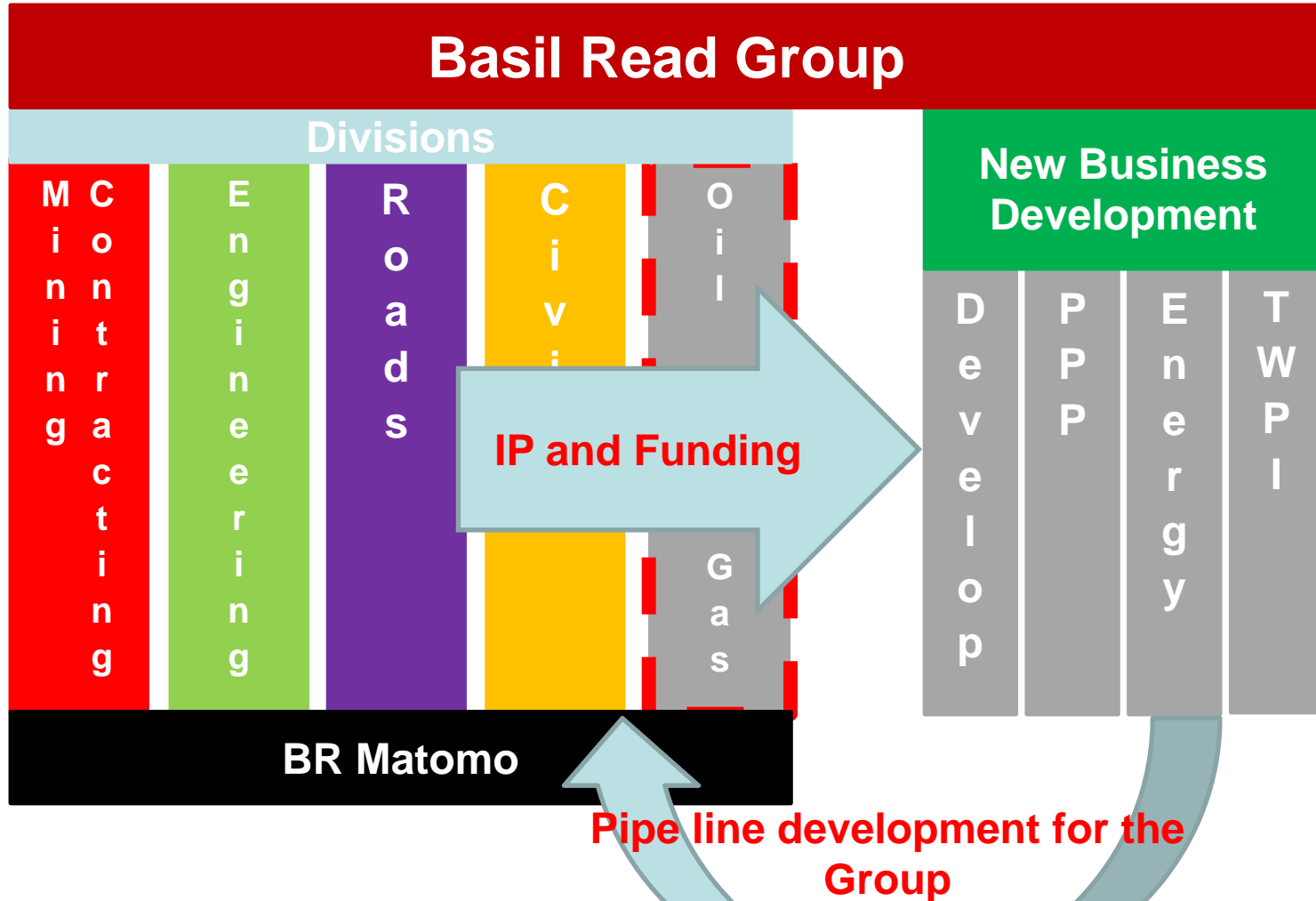


Current Order Book:

| | | |
|----------------|---|-----------------------|
| o Construction | = | R 5.7 billion |
| o Mining | = | R 2.3 billion |
| o Engineering | = | R 1.5 billion |
| o Developments | = | R 0.1 billion |
| o BR Energy | = | R 0.5 billion |
| o BR Oil & Gas | = | <u>R 0.05 billion</u> |
| o Total | = | R10.1 billion |

Future Pipeline:

| | | |
|---------------------|---|----------------------|
| * Construction | = | R 5.3 billion |
| * Mining | = | R 0.5 billion |
| * Engineering / EPC | = | R 1.5 billion |
| * Developments | = | R 0.1 billion |
| * BR Energy | = | R0.5 billion |
| * BR Oil & Gas | = | <u>R 0.3 billion</u> |
| * Total | = | R 8.2 billion |





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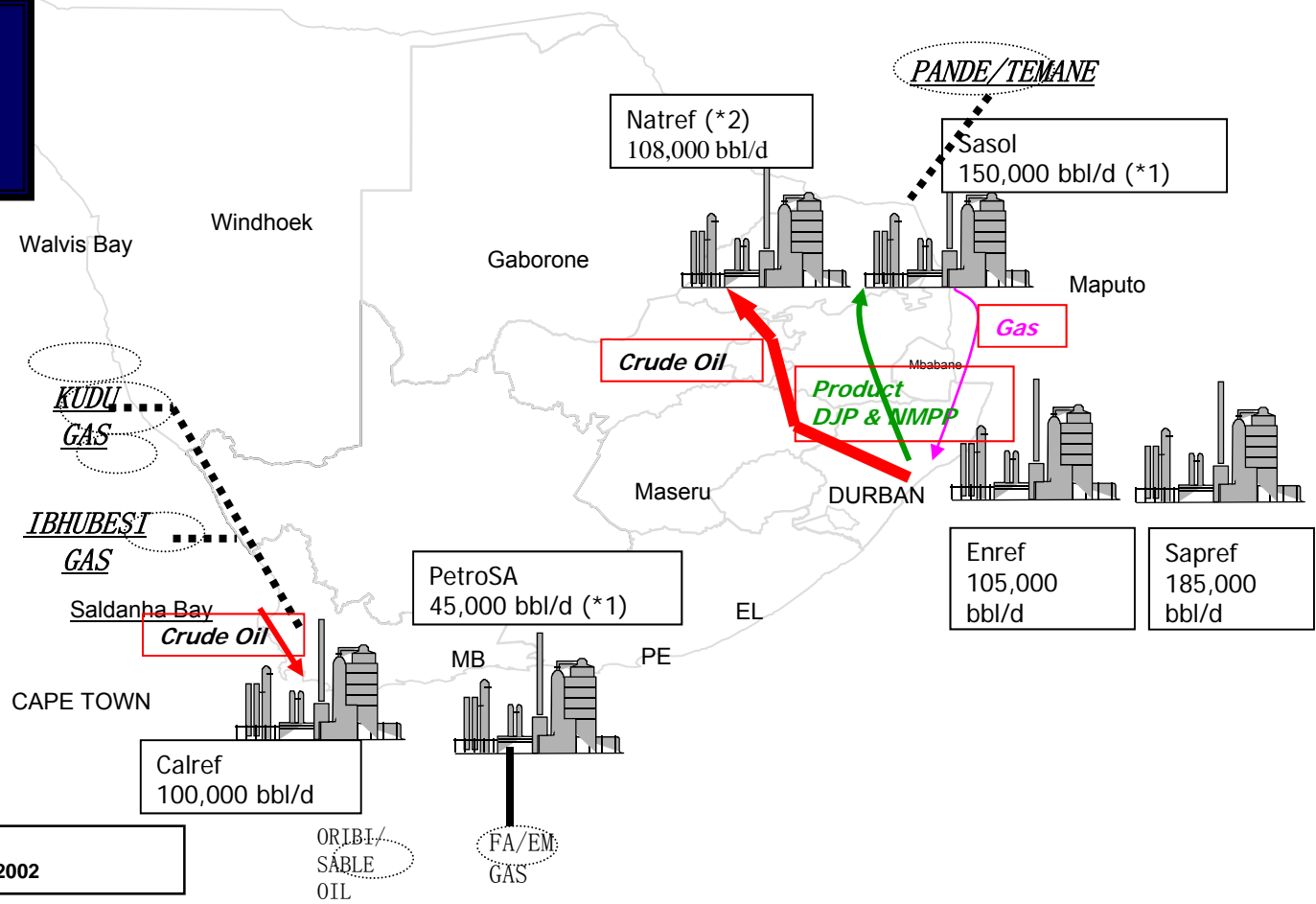


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OIL & GAS

Market Overview – SA Production

**TOTAL RSA REFINERY
INSTALLED CAPACITY
693,000 BBL/D**



(*1) Equivalent crude oil capacity
(*2) Post refinery expansion, end Sept. 2002



Market Overview

Maintenance and Upgrade Projects Market

- Current budget in this sector is **R 2bn – R 4bn**
- Projects are small to medium, short duration, lower risk, higher margins.
- Projects mainly executed during shutdowns and turnarounds on the plants.

| | |
|----------------------------------|----------------------------------|
| T1 (R500m+) | T2 (R150m-500m) |
| T3 (R50m-R150m) | T4 (<R50m) |



Market Overview

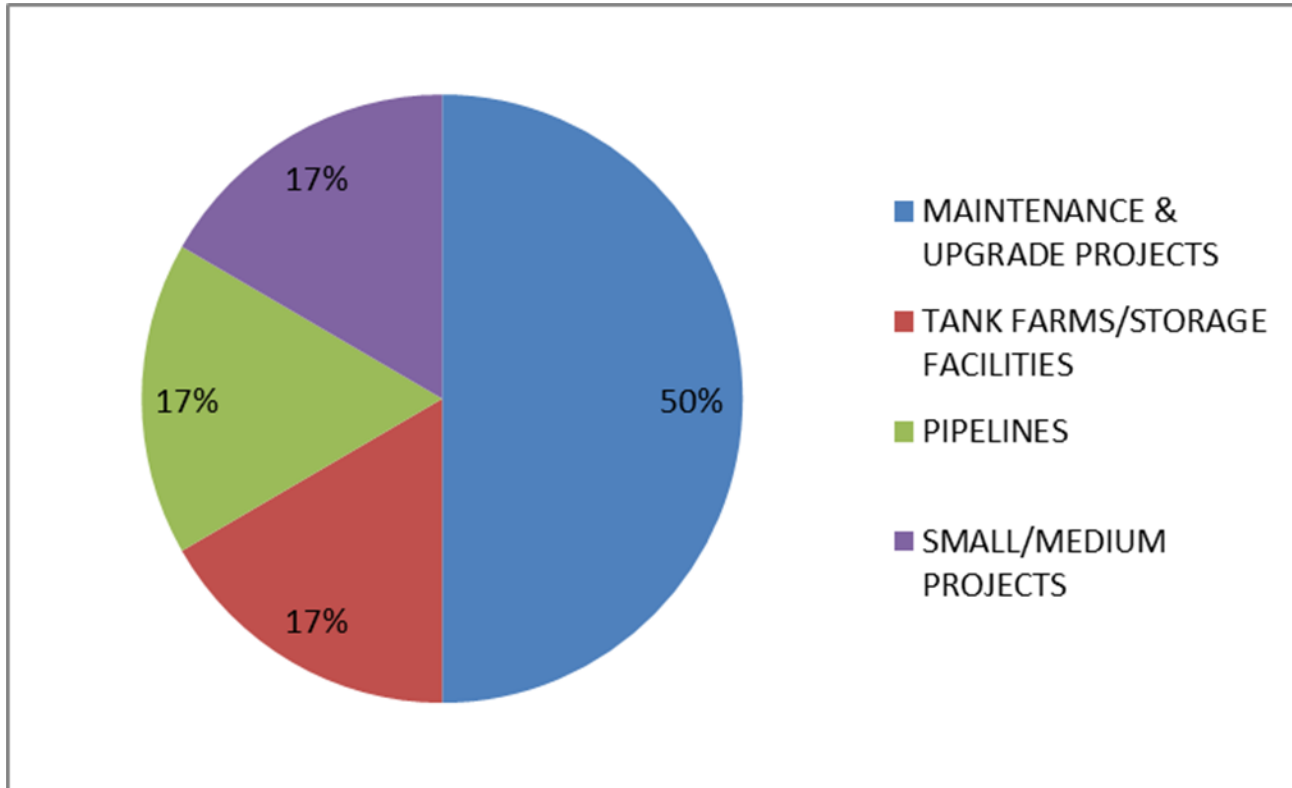
Tank Farms and Storage Facilities

- Refineries are at capacity.
 - SA's demand will reach 30 billion litres per annum by 2014.
 - Additional fuel will need to be imported.
 - Off-site storage facilities for the oil majors is not core business.
 - Allows independent companies to build and lease asset back to majors.
 - Newer oil/gas producing countries require processing and storage facilities upstream and downstream (Uganda - oil, Tanzania – gas).
-



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Strategy





Strategy

Market penetration:

- **Petrochemical (Maintenance and Upgrade Projects)**

- ✓ Acquisition of shares of existing established E&D company.
- ✓ BROG to grow capacity in project execution within the company.
- ✓ Grow this business into an SMME projects company over the next 2 years concentrating on the maintenance and upgrade projects (Tier 4) with the capacity to turn R 200 million annually by 2014.

- **Storage Facilities**

- ✓ Establish a business arrangement with a tank manufacturing company and BROG to provide balance of plant on these projects on an EPC/EPCM/Turnkey basis.
 - ✓ Grow capacity in project execution to turn R 200 million.
 - ✓ Secure long term EPCM maintenance contracts on tank farms and pipelines.
-



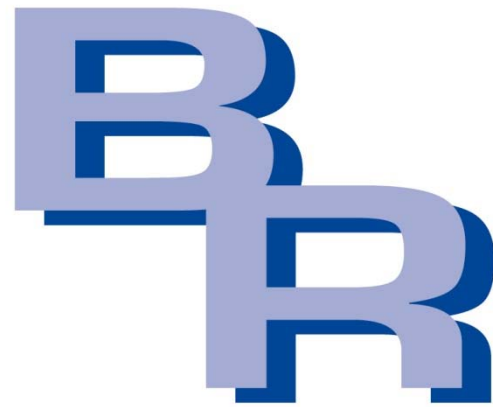
2011 Forecast

Tenders submitted and/or awarded:

- Shell Energy: Small Works – R 1 million
 - Large Mining Group Biodiesel Project - PFS – R 2.6 million **(awarded)**
 - **Expand to R 70 million (Fees only)**
 - Saldanha LPG Terminal – R70 million
 - EPCM services to ACSA – Expansion of fuel storage capacity.
 - EPCM Services to Petroleum Company – Maintenance Projects on all depots nationwide.
-



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ENERGY

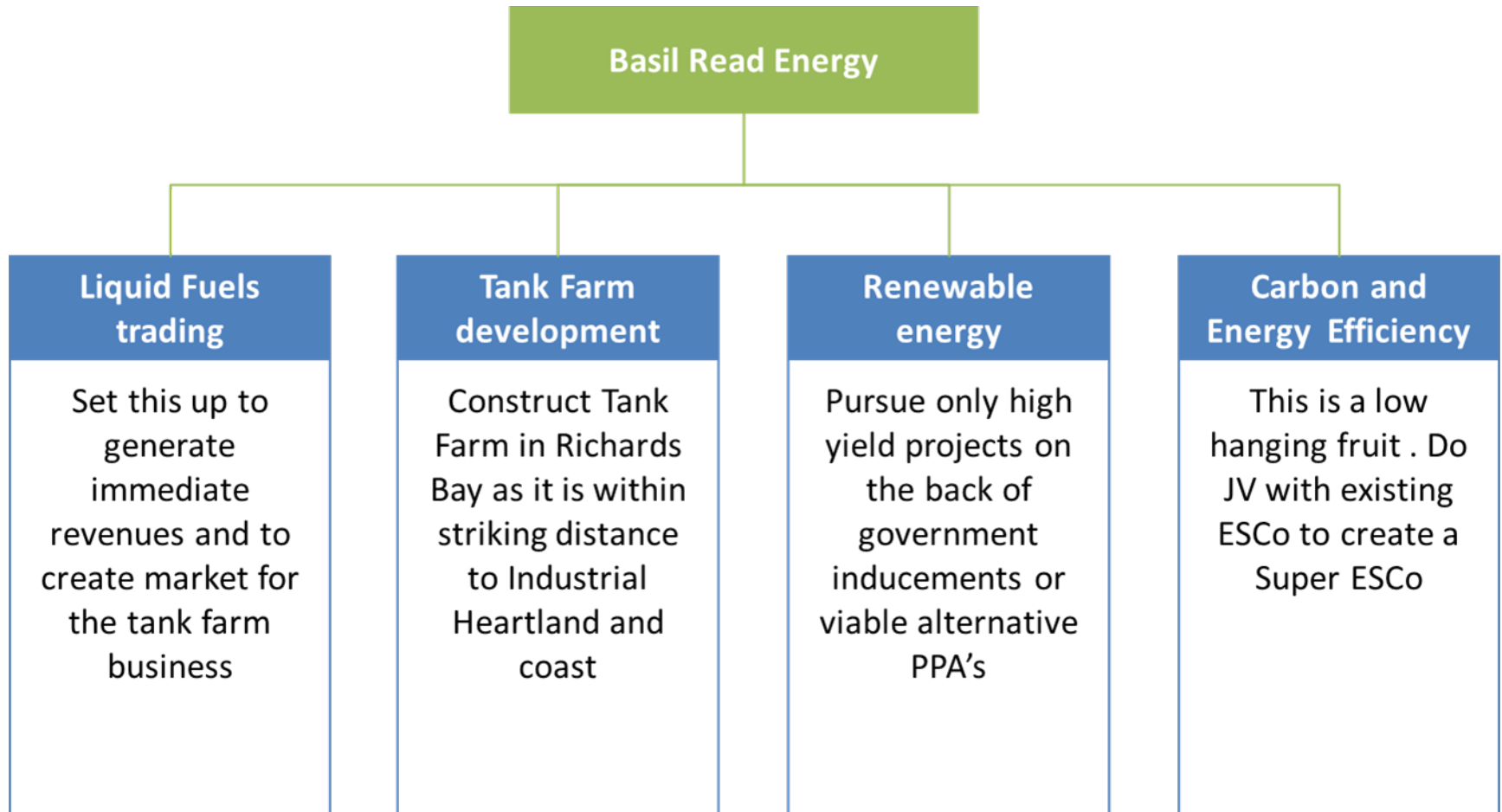
A diversified African Energy Company



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Business Strategy

The Four Pillars





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Business Strategy

Leveraging the broader Basil Read Groups Capabilities

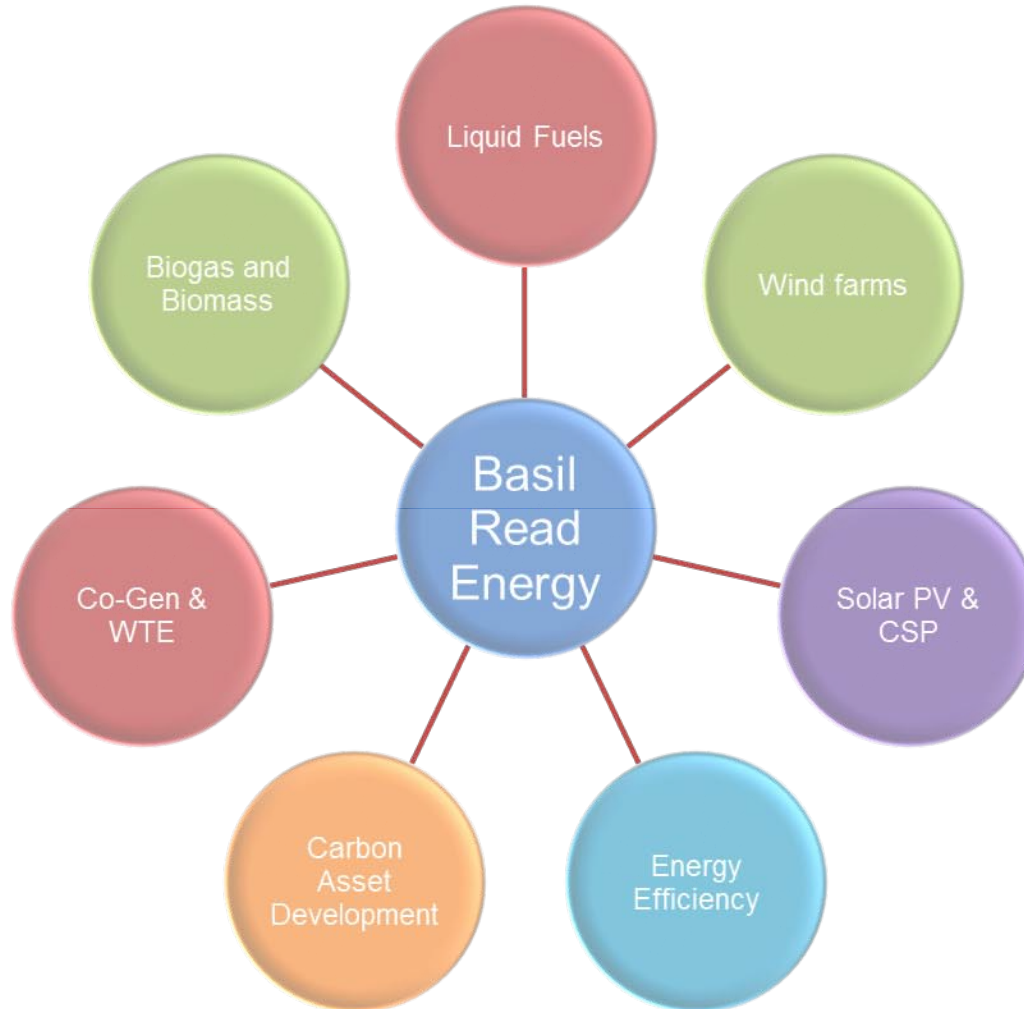




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Introduction

Geographically and Technologically Diversified





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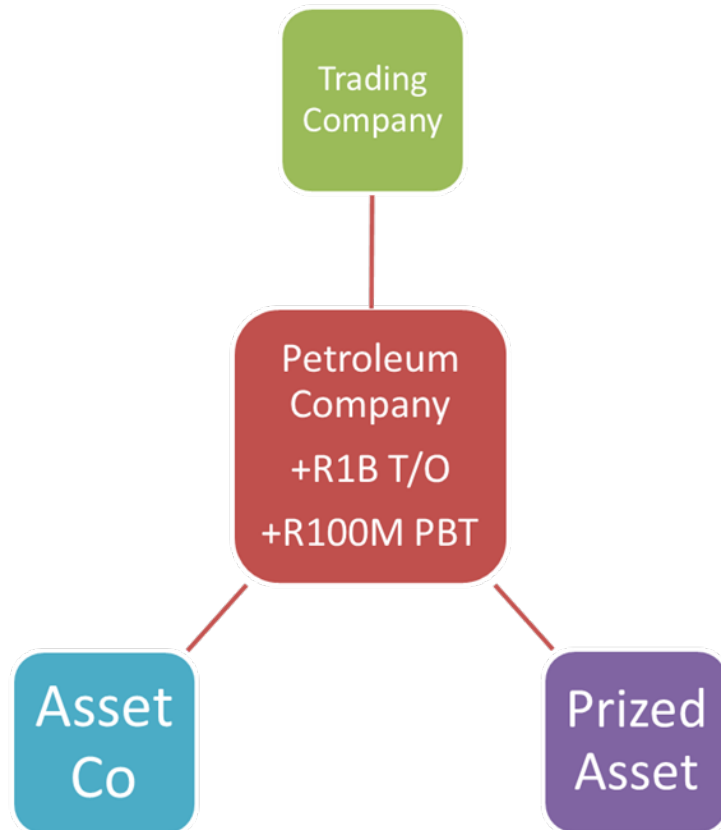
South African Petroleum Supply

- The looming Crisis
 - Market Demand already exceeds Refining Capacity
 - PetroSA and Calref – In the ICU
 - Clean Fuels 2 – 10ppm Diesel!
 - Refinery Upgrades – Expensive with Long Lead Times
 - Imports to Make Up the Deficit
 - Congestion in Durban Harbour

An Alternative Import Node is required

Basil Read Energy Petroleum Strategy

The Triangulated Petroleum Strategy



Motivation : Diversified Investment with Annuity Income

Objective : Establish a Listable R1bn turnover Company/R100M PBT

Timing : Short Term – 1- 3 years

Margins: +7% PAT

Other : Trap Group Benefits



Current Progress and Next Steps

- Advanced State for Acquisition of Trading Company
 - 13.5 Ha in Richards Bay Bulk Liquids Terminal Part of the deal
 - Offer Imminent
 - Siyaya Energy Resources Supply to PRASA
 - Begin Trading while Tank Farm and Prize Asset are Developed
-

Bitumen and SprayPave

Keeping the “Pad Maakers” Going

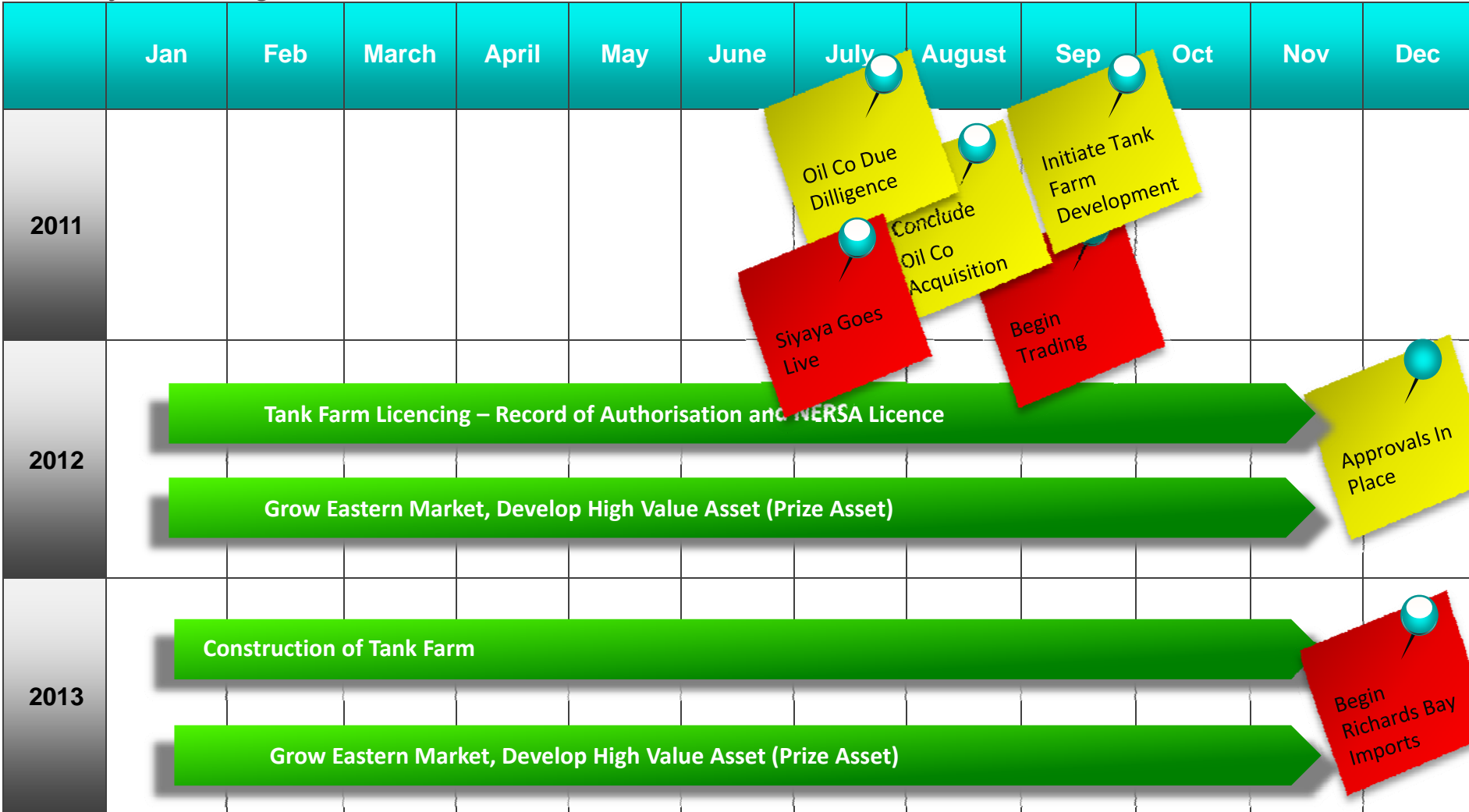




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Basil Read Energy Petroleum

Project Timing



Oil Co Due Dilligence

Conclude Oil Co Acquisition

Initiate Tank Farm Development

Siyaya Goes Live

Begin Trading

Approvals In Place

Begin Richards Bay Imports



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Renewable Energy Portfolio

Metrowind (Pty) Ltd – Van Stadens' Wind Farm



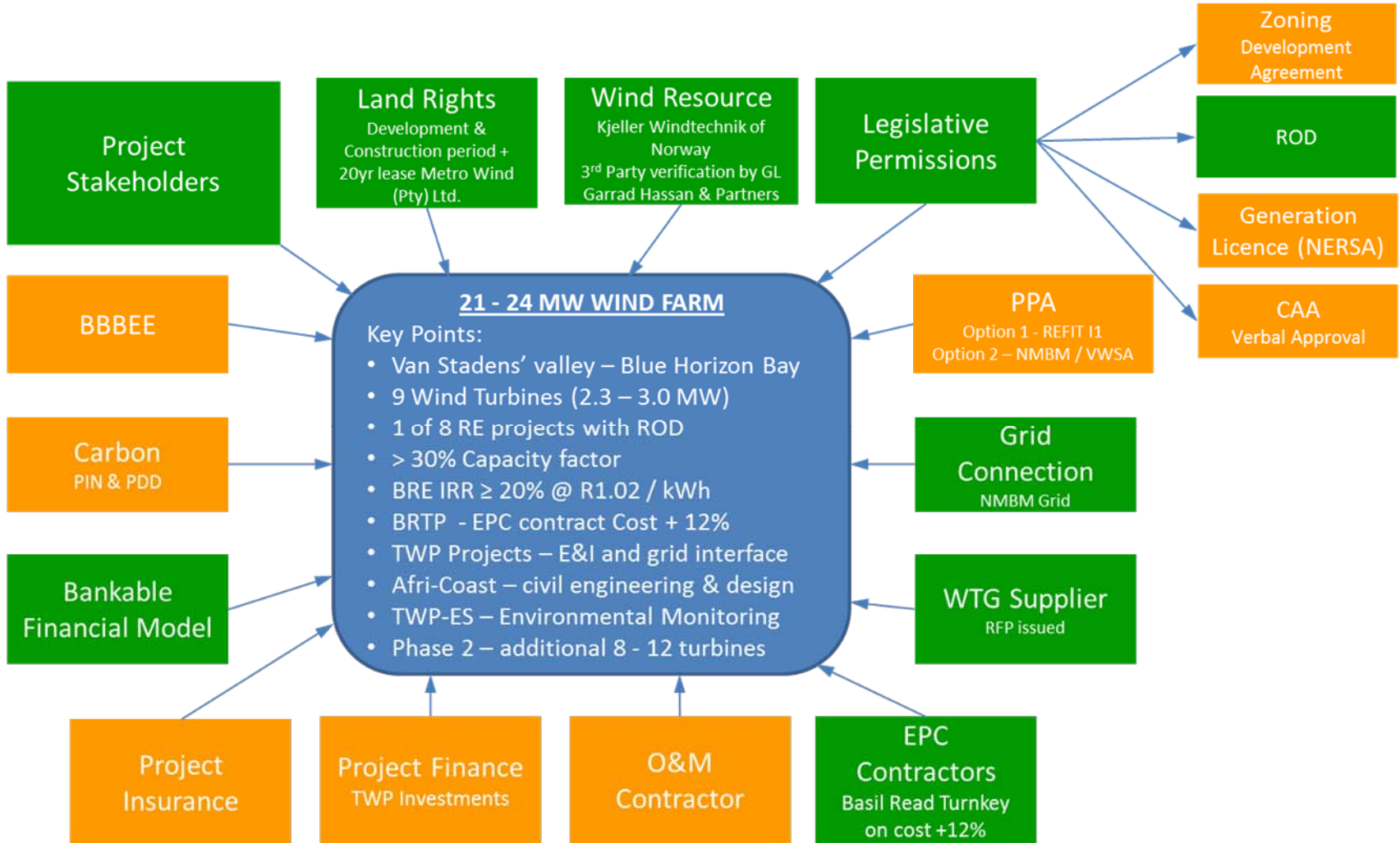
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Current Project Status

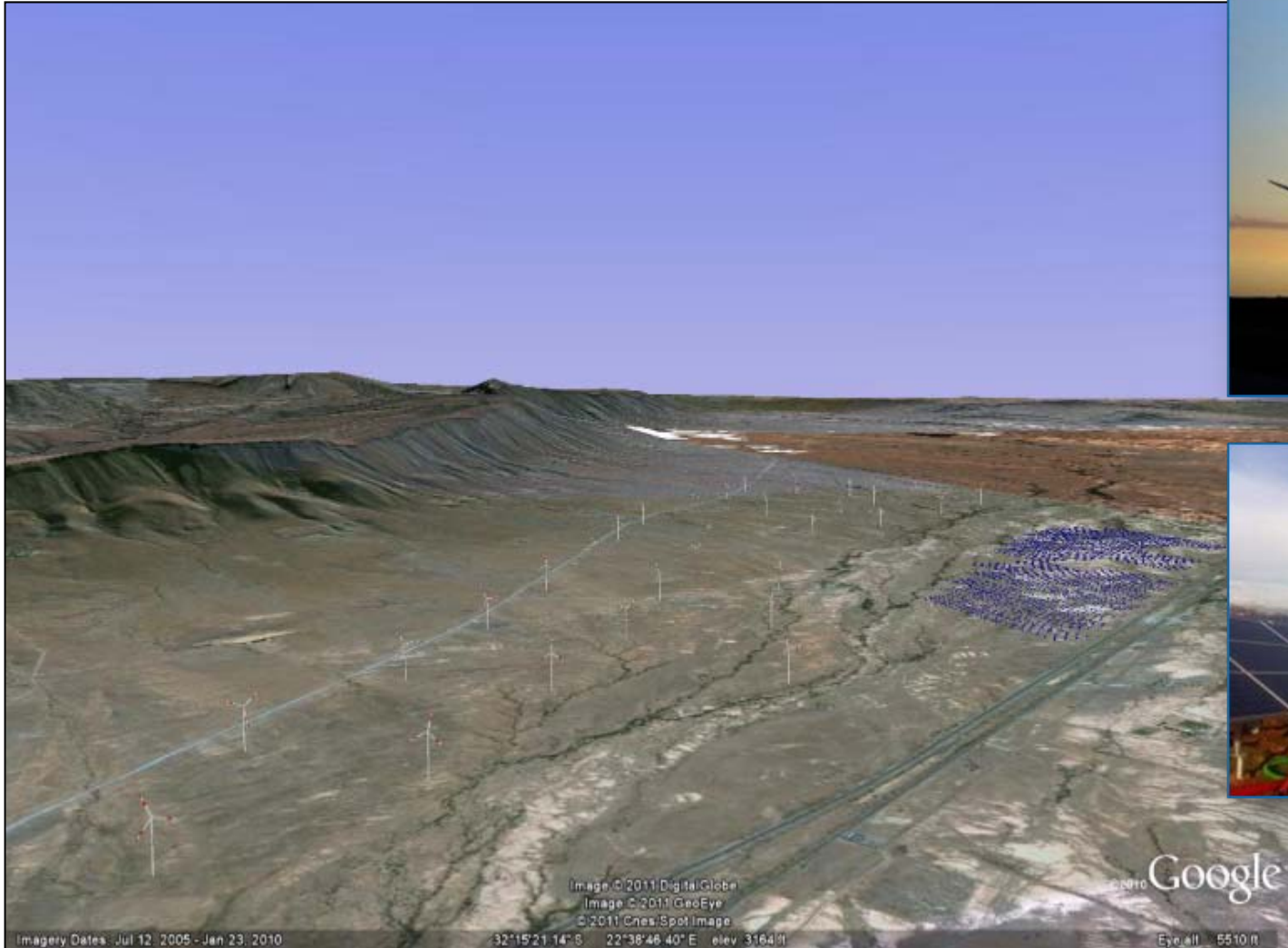




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Renewable Energy Portfolio

Beaufort West Energy Co (Pty) Ltd – Wind and Solar PV



Imagery Dates: Jul 12, 2005 - Jan 23, 2010

Image © 2011 DigitalGlobe
Image © 2011 GeoEye
© 2011 Cnes/Spot Image

Google

32°15'21.14"S 22°38'48.40"E elev. 3164 ft

Eye alt. 5510 ft



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Current project status

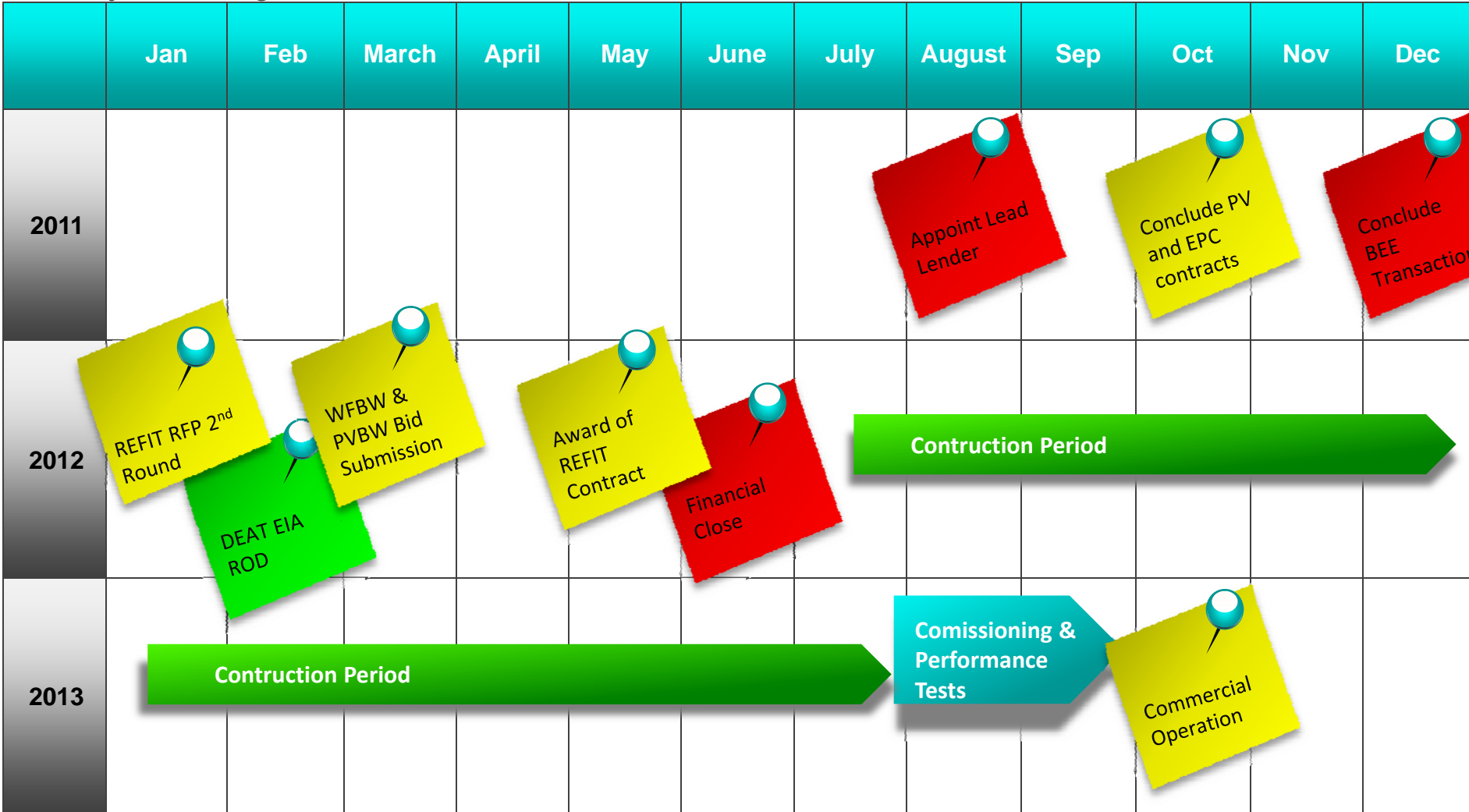




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Beaufort West Energy Co (Pty) Ltd

Project Timing





Project Pipeline

- Reducing Government Incentive Dependence
 - Biogas
 - Largest cattle feedlot in Africa (120,000 head)
 - 5.5 MW installed generation capacity
 - Biofuel production alternative
 - Co-generation
 - Waste heat, Furnace off-gas and MSW
 - Captive Power and Thermal Energy off-take agreements with blue chip partners
 - 3 projects in development \approx 20 MW
-



Strategic Joint Ventures

Maximising Project Value

Standard Bank and International Carbon

- Renewable Energy & Energy Efficiency Projects
- Carbon Development Services

Super Esco

- Driven by increase in electricity price and decrease in supply security
 - Focus on Large Industrial and Commercial Projects
-



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MATOMO

Building Legacies



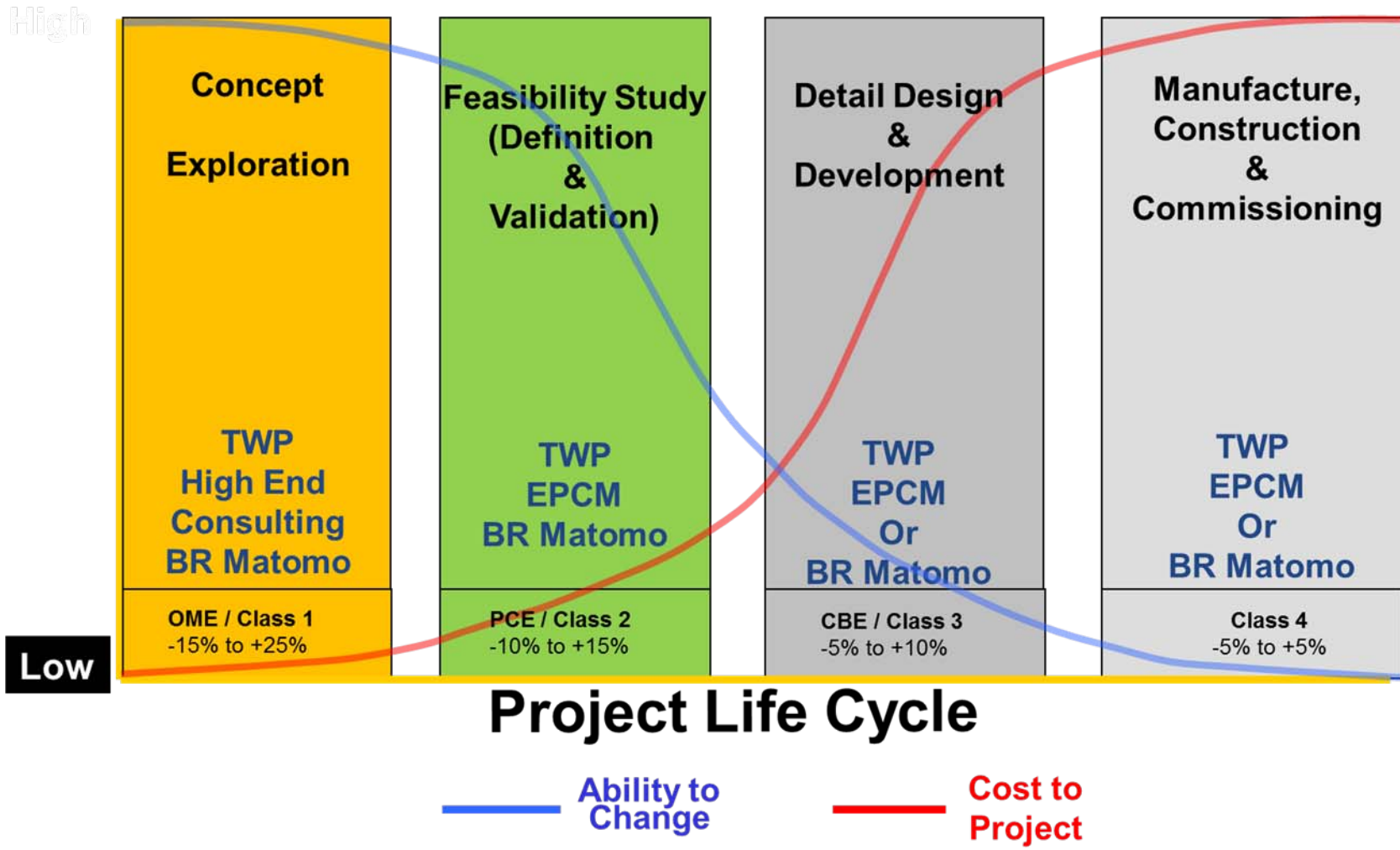
Background

- Matomo Started in Aug 2004
- Primary focus has been on the development of process plants on an EPC basis
- Individuals have in excess of 10 years experience in executing EPC Projects
- Currently targeting Energy and Infrastructure projects on the back of group capabilities in these areas.
- Forecasted turnover for Matomo in F2011 is R 120 million



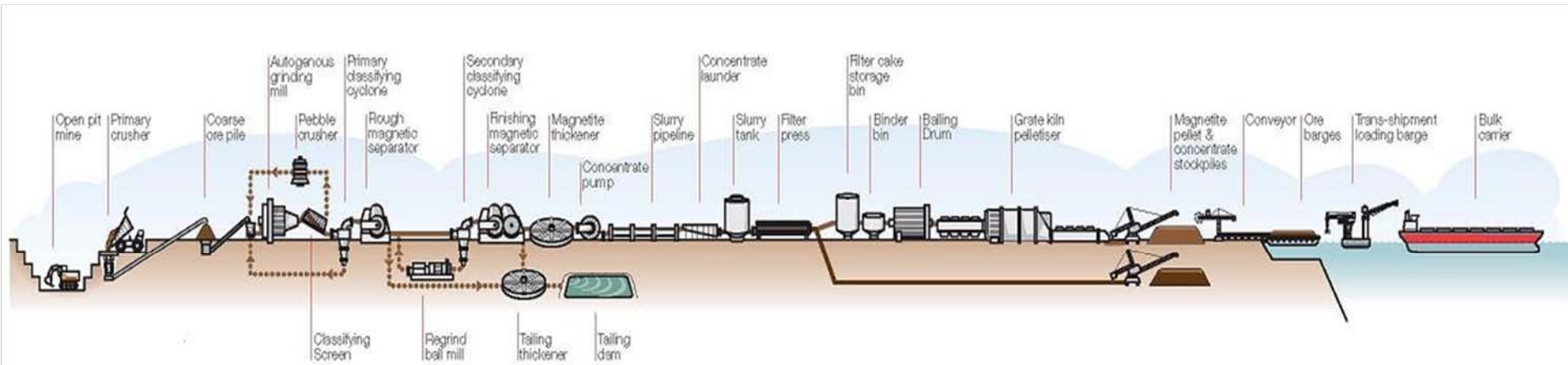
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Areas of Engagement – Value add



Group Integration

BR Matomo



TWP Investments

BR/TWP
Mining

BR
Civils/
Roads

TWP
Infrastructure/
Process

TWP
Operations

TWP
Projects

TWP/BR
Energy

BR
Civils



BR Matomo Offering – Early Engagement

EPCM managed by BR Matomo

- Flexible approach to clients needs
- Partnering with specialist skills as required
- One stop communication facilitation
- Allows Client to focus on core mandate – Operations
- Integration of local/international consultants
- Holistic mine and process plant development (concept, Investment, Construction, Operationbs)
- Financial modelling skills
- Understand risk profiles for the various contracting methodologies



BR Matomo Offering – Execution phase

Execution (EPCM, Cost Plus, EPC)

- Role over from early engagement is seamless
- Minimised client risk to time and cost overruns
- Quick decision making
- Focussed management structure
- Continued Client focus on core mandate
- Local and international procurement and logistics knowledge
- Take total ownership of defined scope
- No “Holy Cows”



Current Workload

- Phoenix Platinum – R93 million (EPC)
- Motatolo Conveyor - R18 million (EPC)
- Gold plant DRC – Total project value is R 1.58 billion
- Gravity Gold Plant Sudan – R2.4m (EPCM)
- Chrome Plant expansion PFS R850k (EPCM)
- Chromite recovery plant from PGM tailings BFS – R850k (EPCM)
- Zircon processing plant BFS – R2,4m (EPCM)
- Pilot Plant (Phase 4) Eng Package - R400k (EPCM)

Future Workload

- Windfarms – potential capacity for 3 farms a year, offering BoP EPC for Civils and Electrical at approx R 500 million per farm.
- De-salination Plants – 2 current EoI's, values range from R250 – R400 million
- Fuel tank farms – 1 tender and 2 opportunities on the table R160 – R250 million
- HFO power plants – African opportunities ranging from 10-30 Mw, R200- R600 million
- Minas Moatize BFS –A\$3m EPCM, Execution A\$200m+ EPC
- Acid Mine Drainage processing plants – Earth R100-R350million (LSTK)
- Retreatment of Tailings dam R3,2m (EPCM) BFS, R120m execution (EPC)
- PGM from chrome tailings plant – R100m (EPC)
- PGM Plant expansion - R60m (EPC)
- Chrome Recovery plant form PGM tails - R90m (EPC)
- Ore Sorter, alliance partner – R40m (EPC)
- Bio gas project – R44m (EPC)

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building legacies

**Thank you
Any ?'s**

