

**POWERING
CONSTRUCTION,
MINING,
AGRICULTURE
& TRANSPORT
SECTORS**

**KEEPING SA
MOVING.**



TURBOFIX
Est. 1992

COMPANY PROFILE

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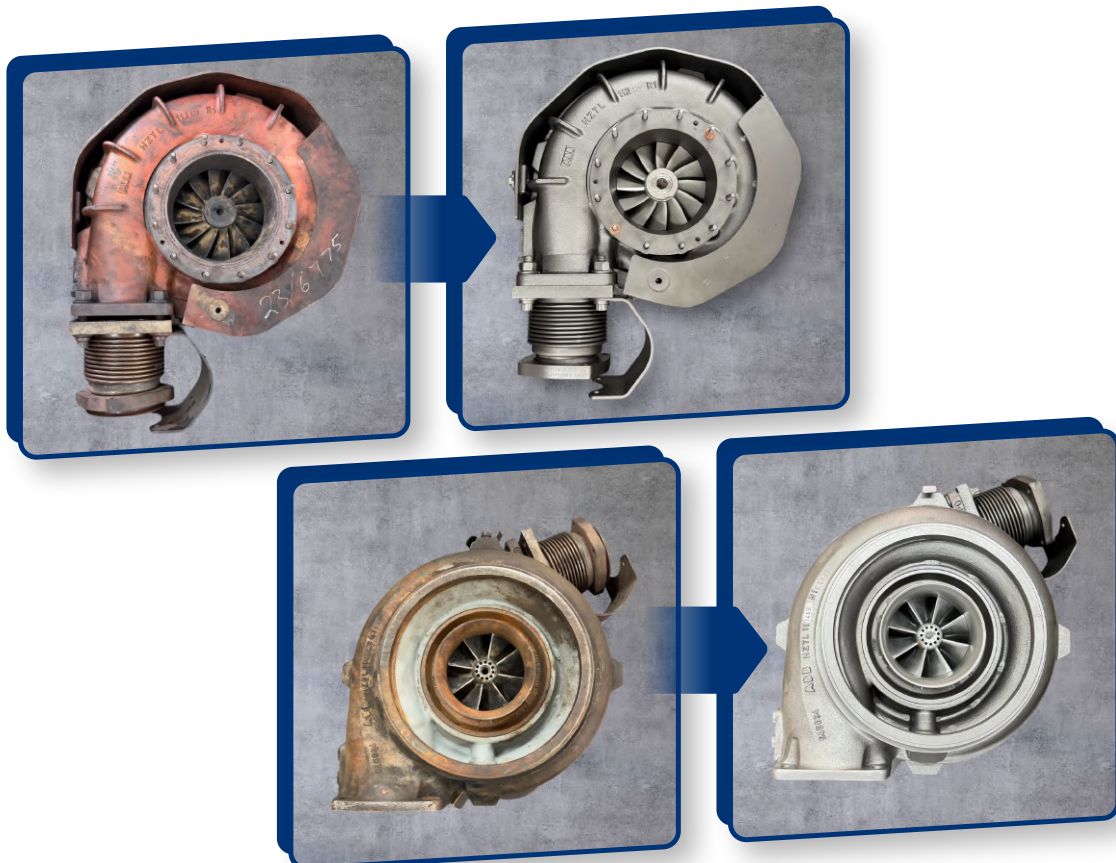
STATEMENT OF CONFIDENTIALITY & NON-DISCLOSURE

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**BY ACCEPTANCE OF THIS DOCUMENT, THE RECIPIENT AGREES TO BE BOUND BY THE
AFOREMENTIONED STATEMENT.**



COMPANY BACKGROUND

Founded in 1992 by Eric Visser, Turbofix is a specialist in the repair and maintenance of turbochargers, from large industrial equipment turbos to smaller automotive turbos. The operation has grown from its humble beginning to being a preferred and trusted supplier in the sectors that it operates within. Turbofix has been a leader in the re-manufacture turbo-charging field for many years, servicing the transport, mining, earthmoving, construction, agriculture and general industries. Turbofix will re-manufacture any turbocharger and we are one of the largest re-manufacturers on the continent with the best service and quality to meet international standards. We have been very successful since starting up in 1992 and have consistently increased our customer base. Our year on year revenue has also increased substantially.

Turbofix currently serves many clients in the mining, earthmoving, agricultural and general engineering sectors and employs well-trained technicians in our modern and well-equipped workshops.

MISSION STATEMENT

- To be the most innovative provider of maintenance and repairs to all types of turbochargers.
- To be a first choice supplier to all our customers.
- To support and uplift previously disadvantaged suppliers and participants in the industry.

SERVICES

Turbofix engages in:

- Repair service of all makes and models of turbos.
- Our work is guaranteed for 12 months.
- We deliver and collect.
- We also cover neighbouring countries.
- Work done to international standards.
- Service exchange unit kept in stock.
- Free courier nationwide.

OUR PEOPLE

Turbofix has been built on recognising our people as our most valuable asset. We support a free enterprise system and regard profit as a measurement of our long-term success. We have maintained the highest ethical standards and conduct our business with due regard for corporate governance principals and the environment.

(Refer to Annexure A - Organogram)

PROPOSED STRATEGY

2.1 STRATEGY

Our fundamental strategy is not only to meet our customer's expectations, but to exceed it on every level by integrating supply chains, thereby enhancing efficiencies and simultaneously improving cost effectiveness. We will achieve this through:

- Developing an implicit understanding of the customer's requirements.
- Crafting the optimum solution for the specific projects.
- Demonstrating operational excellence in the execution of the task.

2.2 DELIVERABLES

In the course of undertaking projects we will ensure the following:

OPERATIONAL EXCELLENCE

We will be driving operational excellence through our internal processes;

- Operational Control
- Delivery Management
- Customer Perception Management
- Regulatory and Social Compliance

CUSTOMER RELATIONS

We will endeavour to ensure a message that is consistent with our vision and driving force.

Key areas that we will constantly be addressing with our employees and customers include:

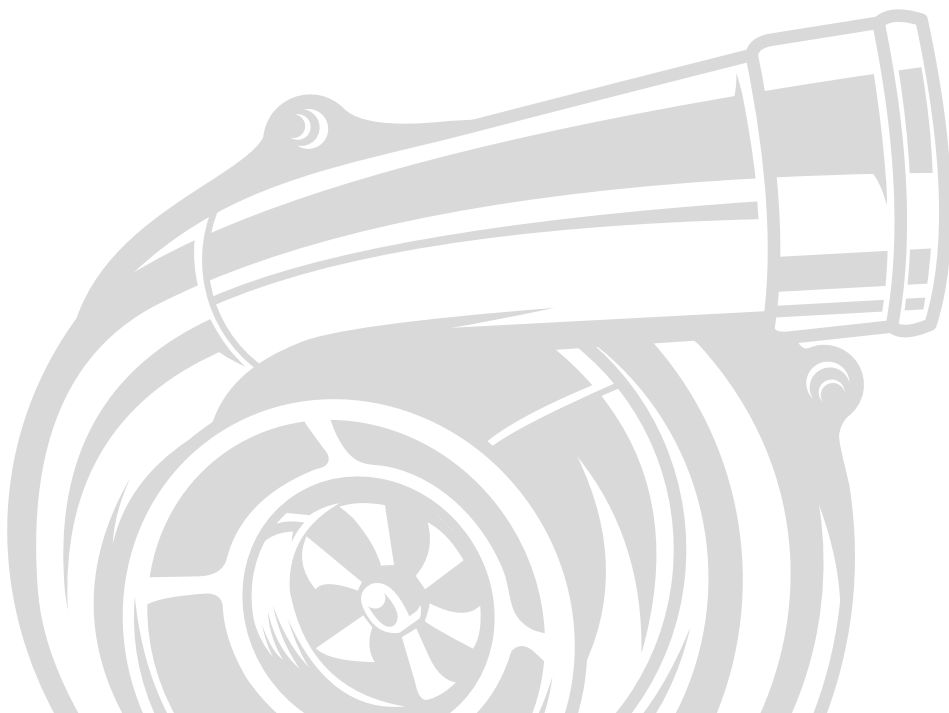
- Price
- Quality
- Availability
- Functionality
- Service
- Partnership, and
- Reputation

WHY CHOOSE TURBOFIX

4.1 BENEFITS OF OUR PROPOSED PLAN

When comparing our capabilities to that of our competitors the benefits of choosing Turbofix are:

- ✓ The engagement managers will contribute and take personal responsibility for our services to you.
- ✓ We are geared to providing one-step service solutions of consistent high quality to our clients.
- ✓ The specialisation and experience of our staff enables us to provide advice promptly to our clients and respond proactively to change in your needs.
- ✓ Our composition of managers and supply chain partners of South African origins enables us to provide holistic, innovative and relevant solutions that take into account the distinct market forces and constraints that come into play within the region.
- ✓ We deliver value for money to our clients by placing emphasis on understanding their business needs, and providing practical recommendations.
- ✓ Our staff training and development programmes ensure that practical training is geared towards specific industry and client needs.



WHY CHOOSE TURBOFIX

4.2 COMPETITIVE ADVANTAGES

The following are competitive advantages that differentiate Turbofix from other providers:

- ✓ We offer a complete line of quality re-manufactured and new turbochargers to meet our customer's needs. These range from automotive to heavy duty and marine turbochargers.
- ✓ Turbofix is fortunate to have a highly knowledgeable workforce and uses skilled labour. Technological skills are also important and specialist training is given where required. Furthermore our workshops are well equipped.
- ✓ We are represented throughout the country with accredited agents.
- ✓ We guarantee all work including new and re-manufactured turbochargers for a period of 12 months.
- ✓ We have a dedicated Quality Control department that thoroughly inspects all turbochargers before being dispatched.
- ✓ Service exchange units of the most popular makes and models of turbochargers are kept in stock. Service exchange units are re-manufactured strictly in accordance with the manufacturers' specifications.
- ✓ Since the inception of Turbofix in 1992, the business has had a steady growth in sales and has a history of success. This success is a testimony of our successful track record with our customers and resulting customer satisfaction.
- ✓ Customer service is of utmost importance to our management team at Turbofix. We endeavour to provide first class service at all times. Furthermore we value client input and see it as an opportunity to improve our operations.

**FREE DELIVERY
VIA COURIER NATIONWIDE!**



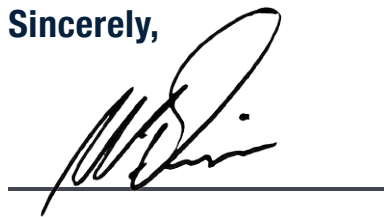
CONCLUSION

Turbofix is confident that our proposed strategy will meet your requirements.

We sincerely hope that you will consider us as a long-term partner and allow us to enter into a mutually beneficial relationship. We are available to answer any questions you may have and look forward to discussing this opportunity further.

Thank you for your interest.

Sincerely,



M Visser
Director - Turbofix

OUR PREFERRED SUPPLIERS





Turbo Technics VSR Balancer 1



Turbo Technics VSR Balancer 2



Cimat Flow Bench & Actuator Tester 1



Cimat Roto Balancer



Cimat Flow Bench & Actuator Tester 2



Armec ET Actuator Tester



Armec VNT Connect Actuator Tester



Viscom Premium

OFFICE NUMBER



011 814 2299

ADDRESS



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VORSTERKROON EXT.3,
NIGEL, 1490**

ANNEXURE-A

TURBOFIX ORGANISATIONAL STRUCTURE

