

COMPANY PROFILE

A truly African Company



Traffic Management Technologies® (TMT) is a specialist company focusing on the supply of advanced technologies and operations services in the Intelligent Transport Solutions (ITS) market and is the leader in the supply of integrated ITS solutions in South Africa.

Company History

TMT was established in 2002 when Douglas Davey (a civil engineer specializing in traffic technology) joined with Johan du Toit (a Traffic Chief) and Neil Louwrens (a State Advocate) to form TMT Services & Supplies (Pty) Ltd[®]. Douglas, Johan and Neil still hold senior positions in TMT today and remain shareholders and active members.

In 2004 these three original shareholders sold 51% of TMT shares to Matemeku, which is controlled by Moss Mashishi, a well-known businessman based in Johannesburg. The sale to Matemeku was part of TMT's drive to achieve black economic empowerment credentials and to bring new business expertise into the company.

In 2007 TMT entered into a joint venture with **Kapsch Trafficom** to explore tolling opportunities in South Africa. Kapsch Trafficom is an Austrian company who are world leaders in the supply and operation of electronic tolling systems.

Kapsch Trafficom is a large, long established company and its shares are listed on the Vienna stock exchange. In order to tender for tolling opportunities in South Africa, TMT and Kapsch Trafficom formed a company called Electronic Toll Collection (Pty) Ltd. Kapsch Trafficom owns 65% of the shares in ETC and TMT has 35%. This company was used to tender to SANRAL for the design, build and operations of the Gauteng Open Road Tolling (GORT) contract, in competition with several large international consortiums. ETC was successful in this tender process and was awarded the contract in late 2009.

Milestones

- ✓ 2002 – TMT started by Doug Davey, Johan Du Toit, Niel Louwrens
- ✓ 2004 – Sold 51% of TMT shares to Matemeku
- ✓ 2007 – TMT / Kapsch Trafficom - explore tolling opportunities in South Africa
- ✓ 2009 – TMT and Kapsch Trafficom formed company, ETC (Electronic Toll Collection), won a tender from SANRAL for the Design-Build and Operations of the Gauteng Open Road Tolling (GORT). TMT was tasked to build one third of the GORT system
- ✓ 2010 – TMT accredited as training provider
- ✓ 2011 – TMT introduced the first automated radar camera. "Technological improved road safety initiate
- ✓ 2012 – TMT Enforcement division grew its client base with 8 new road safety enforcement projects to a total of 24
TMT improves BBBEE rating to a **LEVEL 2**
- ✓ 2013 – TMT introduces the new and improved 6 mega pixel laser camera, the SafeTcam v1.5

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TMT Domain

TMT is focused on the provision of independent and integrated solutions in the following specific market segments:

Road Safety Enforcement

TMT supplies advanced integrated end-to-end infringement management systems with related hardware that includes the following:

- Portable and mobile speed enforcement systems and measuring devices (including piezo's).
- Design, installation and maintenance of traffic control and enforcement systems.
- Technical advice on traffic law enforcement systems.
- Speed and red-light cameras.
- Configuration of traffic law enforcement equipment.

TMT has supplied South Africa with enforcement solutions for over ten years and our systems is currently operating at 21 municipalities across the country including Johannesburg Central (JMPD). We have a work force of 600+ valued staff members that includes 30 in house software developers.

Public Transport

TMT's Public Transport offering includes the following:

- Supply and maintenance of Automatic Fare Collection (AFC) solutions which operates in an open payment Eurocard, MasterCard, Visa (EMV) system environment.
- Management and servicing of a paper based ticket system and facilitating the seamless migration to a AFC contactless payment system.
- The supply of an AFC and Advanced Public Transportation Management System (APTMS) which operates in a closed payment (mifare) system environment and manages/monitors bus operations.
- BRT monitoring and timetable route/scheduling.

Traffic Management

TMT's Traffic Management offering includes the following:

- The supply, installation and maintenance of traffic signals.
- Freeway and urban management systems delivering real-time traffic monitoring and reporting.
- Automatic Number Plate Recognition (ANPR) Systems,
- Queue length monitoring supported by early warning LED signage at freeway ramps.



- Design, Build and Operations of specialised enforcement and customer management service vehicles.

Customised ITS Solutions

TMT's commitment to service excellence is further demonstrated by the establishment of maintenance depots in most major cities where significant ITS deployments have been completed which are resourced by dedicated staff who are experienced in operating in highly time-critical environments.

TMT's maintenance depots are supported by a manned and call forwarding help-desk service. Cohesively these functions allow our ITS maintenance and service teams to optimize the execution of all related maintenance requirements from first to fourth level.

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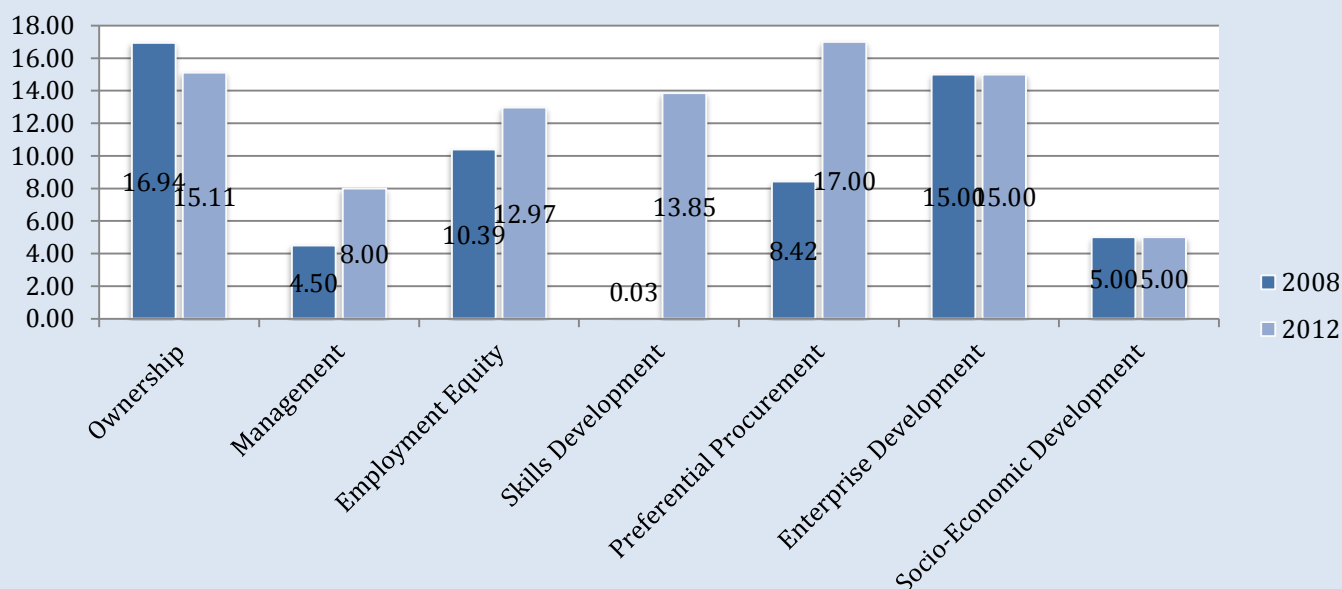
Broad Based Black Economic Empowerment

RATING CHART



- We are a “*value-added supplier*”
- Our company culture encourages and promotes continuous learning and development
- Enterprise Development Initiatives involving suppliers
- Procurement from local suppliers
- Long-lasting relationships with CSI beneficiaries including a flagship project
- R3m spent on Training Providers and obtaining accreditation

TMT Services & Supplies (Pty) Ltd Broad Based Black Economic Empowerment



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Resources

TMT is focused on the supply of advanced Intelligent Transport Solutions and is a leader in the development of fully integrated end-to-end Road Safety Enforcement services. We have a staff of 705 persons, of which 301 people are involved in traffic fine administration and collection. We have a staff of 78 engineers, technicians and specialists to support and enhance our technology solutions. About 62% of our staff is based in Gauteng. Our head office is based in Cape Town, with another major office in Johannesburg and local offices at each of our current clients.

Competencies

In-house software development capability

TMT has experienced in-house software development capability. This makes us able to maintain and enhance the software systems continually as additional needs arise.

Training and Skills transfer capability

The development of skills both within the Local Authority and within the prospective service providers operation is vital for the success of the project. Poorly trained staff will result in sub-standard operation, operational problems and potentially significant financial losses to the Local Authority. TMT has a qualified skills development and training expert with relevant experience and skills in the project team. This will improve the capability to develop skills in general.

Traffic engineering skills

TMT has in-house traffic engineers with relevant experience which will enhance the capability to develop the traffic safety aspects of the project.

Traffic enforcement operations skills

TMT has a number of senior traffic enforcement practitioners with traffic enforcement managerial experience and skills in the project team. This will improve the capability to develop skills regarding traffic enforcement operations aspects of the project.

Legal skills

TMT has two qualified legal experts with relevant experience and skills in the project team. This will improve the capability to develop skills regarding the legal aspects of managing the project.

Employment equity plan

TMT will employ a sufficient number of local staff, to fulfill its obligations in terms of the provisions of this project. Employment equity will be a vital part of our human resources strategy. Capability in this regard is important for the success of the project.

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TMT Projects

TMT Projects – more than 25 projects ongoing

<u>Johannesburg</u>	<u>Gauteng/National</u>	<u>Johannesburg</u>
<ul style="list-style-type: none"> ✓ Rea Vaya AFC system – world class end-to-end solution ✓ Design-Build-Maintain (8 years) ✓ Operator for certain components 	<ul style="list-style-type: none"> ✓ Multi-billion Rand SANRAL e-Toll Project - DBOM ✓ Principal consortium member <p>Supplier and operator of enforcement components (several hundred staff)</p>	<ul style="list-style-type: none"> ✓ JMPD traffic enforcement project ✓ PPP structure ✓ Largest of its type in the Southern Hemisphere
<u>Durban</u>	<u>Municipal Projects</u>	<u>Western Cape</u>
<ul style="list-style-type: none"> ✓ Bus-Lane Enforcement ✓ ANPR Cameras + Software 	<ul style="list-style-type: none"> ✓ Approximately 20 ongoing municipal traffic enforcement projects ✓ Various municipal traffic light installations 	<ul style="list-style-type: none"> ✓ Integrated Public Transport AFC/ITS project ✓ Sophisticated Back Office <p>Also non-intrusive radar sensors for City of Cape Town</p>

Compliances, Certifications and Quality Management

