

SOLUTIONS











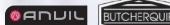


















ABOUT UNIVERSAL INDUSTRIES

The group supplies equipment mainly to the food retail, wholesale, hospitality, manufacturing and related industries, i.e. supermarkets, bakeries, petrol station convenience stores, fast food outlets, restaurants, hotels, wholesalers, institutional, industrial and government kitchens, bottlers and brewers, refrigeration and catering contractors.

Although Universal was only incorporated in 1996, the underlying businesses are all well established businesses (some with a history of more than 100 years) supplying a diverse range of blue chip clients in the local and international markets. The group has a number of production facilities and offices nationwide and employs 1400 people.

Going forward Universal will focus on maintaining the leadership position that its underlying operations have established in its chosen market segments.

This will be achieved through strategies that inter alia include a customer centric focus on delivering customised solutions through superior service and an extensive product range of international quality and standard. The group's products and services conform to international standards and exports represent a significant source of future growth. This potential is particularly exciting in the context of the African market with the group already exporting more than 25% of turnover.

Extracting synergies between its existing business in operational areas such as utilising export networks and distribution as well as production and efficiency related activities offers more opportunity for growth.

Universal will utilise the foundation provided by the existing businesses, to expand its activities to other areas with the objective of being the leading supplier and manufacturer of branded equipment, solutions and services for the food, beverage, hospitality and related industries primarily in Africa.

UNIVERSAL INDUSTRIES CORPORATION (PTY) LTD

UNIVERSAL INDUSTRIES HOLDINGS (PTY) LTD



UNIVERSAL INDUSTRIES EMPOWERMENT TRUST



REFRIGERATION **EQUIPMENT**

Commercial refrigeration equipment and aligned products









Commercial bakery and foodservice equipment and aligned products







COMMERCIAL CATERING EQUIPMENT

Commercial catering and kitchen equipment, hotelware, buffetware and smalls

























Staycold is a leading South African manufacturer of self-contained commercial fridges and freezers primarily for the beverage and hospitality industries

From its factory in Parys the coolers are shipped worldwide meeting the stringent business and quality requirements of many countries. Founded in 1979, today Staycold operates from an 8 000 m² factory in Parys, Free State. The business provides valuable employment for the local community and has a comprehensive manufacturing facility and high output manufacturing ability, including state of the art sheet metal working equipment, polyurethane high pressure foaming equipment, wire rack manufacturing equipment, powder coating and refrigeration pack manufacturing expertise.

Our manufacturing process is both streamlined and efficient, with raw materials processed on site and combined with key components from leading international manufacturers resulting in a high specification and high quality product engineered for durability, built for performance and trusted for reliability. The customer base includes blue chip clients and the product range includes:

- Upright, glass or solid hinged door beverage coolers and freezers in varying sizes and dimensions (single or double doors)
- · Upright, glass or solid sliding door beverage coolers in varying sizes and dimensions
- Sliding glass top freezers
- Under bar sliding glass door coolers
- Countertop and ¾ size impulse coolers

- The reliability of our product has led to many international brands choosing Staycold for their trade marketing requirements
- Low emissivity glass ("Low E glass") doors are used on all our products which reduce the total energy loss on a cooler by almost 38% compared to standard doors
- Larger condensers and evaporators together with Danfoss electronic control modules, Low E glass doors and LED internal lights ensure low energy consumption and our product will cool down its contents up to three times faster than ordinary coolers
- The energy saving attributes of our coolers mean you can cut the cost of your electricity requirements for your coolers by substantial amounts compared to our competitors
- Innovation, engineering, integrity and technical excellence are core values













Glacier is the only glass supplier in the country with a dedicated focus and understanding of the refrigeration industry

Glacier was founded by Lourens Kriel in 1994 as a manufacturer of specialized glass doors for refrigerated applications. The business has, over time, expanded into a complete specialty glass solution for the supermarket industry with a growing footprint in glass toughening and processing.

Glacier has established a commanding market position providing specialist products supported by technical expertise and a dedicated experienced team in the four main activities namely, Glass processing, Insulated Doors, Shelving and Insulated panels.

Our premises: Our 12000 m² factory is situated in Tulisa Park, a well-established industrial node, with excellent access from two major motorways; the N12 and N17. Glacier is just off the busy Heidelberg road and close to the inland port of City Deep, providing easy access for customers and suppliers.

Our team: Glacier employs 130 people with a vast knowledge in the industry. As a compliant BBBEE contributor Glacier is committed to play a role in society whilst supplying superior cost effective products to our valued customers. This can only be achieved by training, communication and teamwork.



Glass: Our SABS approved Glass division supplies world-class insulated double glazed glass units for refrigeration and architectural applications through to automotive, domestic and oven glasses

Doors: With the locally manufactured "GLACIER DOOR" incorporating energy saving LED lights and the renowned American manufactured "ANTHONY DOOR" Glacier offers state of the art energy saving insulated glass door solutions for supermarkets and retailers in all segments

Insulated Panels: Our modular polyurethane insulated panel division makes

use of the latest high-pressure technology with eco-friendly chemicals to
ensure that our customers get the best insulation and value whilst caring
for the environment

Shelving: Merchandising systems with a vast range of standard products to fit behind the locally manufactured and imported glass doors, to do exactly what it is supposed to do... sell your products!

Environmental responsibility: The great challenge of our generation is to balance our needs with the limited recourses of our planet to reduce our ecological footprint, thereby protecting our earth for future generations, and that is exactly what Glacier does!

















Insulated Structures offers turn-key refrigeration solutions to the food retail industry

Our customer base includes South Africa's blue chip retailers and wholesalers, service station forecourt outlets, fast food outlets, food factories and processing facilities and refrigeration and catering contractors. More recently, we have expanded our services to clients in Sub-Saharan Africa.

Insulated Structures was founded in 1985 as a manufacturer of polyurethane insulated panels, mainly for use in cold and freezer rooms. The business in time expanded into the manufacture of a range of refrigerated display cases, doing so under licence of Tyler (USA).

Our display case range today also includes a range of hot cases. We also offer a range of complementary products such as glass doors for refrigerated applications, shelving systems, both Carrier and our Integrale range of self-contained display cases, as well as our new Slimline range.

Insulated Structures is an ISO9001 accredited manufacturing facility utilising modern equipment and manufacturing practices that afford it the flexibility required to offer customised solutions.

Insulated Structures operates from a factory of 5 600 m² in Kya Sands and employs 200 staff members. In line with our proud heritage as a South African Manufacturer, we confirm that we are a BBBEE compliant contributor.

- We manufacture and supply a complete refrigeration solution for food retailers (display cases, insulated cold and freezer room panels, glass doors and associated equipment)
- Because we operate a flexible manufacturing facility we can offer customised solutions to customer requirements
- Our polyurethane panels are manufactured using environmentally friendly chemicals and have proven superior insulation and durability characteristics compared to other types of insulation panels
- We offer energy efficient and environmentally friendly products and solutions
- We offer superior service levels and back-up through a dedicated call centre, spares and service department

















Colcab has emerged as South Africa's largest and most innovative manufacturer of refrigerated supermarket display cases, as well as producing a range of ambient, hot, chilled and frozen display cases for all categories of food retail

Our cases are tailored to the specific requirements of our customer base from independent entrepreneurs to the corporate chain stores.

The company's head office is based in a purpose built factory in Cape Town. This is a modern facility of 22,000 square metres under roof, designed to optimise efficient and quality production.

A staff complement of 300 ensures that the products are produced to the customers' requirements. The current output of the factory satisfies approximately 60% of the local market and Colcab exports into the wider Southern African region and overseas.

The Company has a philosophy of continuous improvement and innovation to ensure that the market is served with a product of the highest quality, delivered promptly and designed to give years of trouble free service.

COLCAB are committed to nothing less than producing world class customer service through "OPTIMISING DISPLAY EXCELLENCE" of our products.

- Colcab is an ISO 9001 accredited supermarket display case manufacturer in South Africa
- An onsite test laboratory facilitates International BS/EN/ISO Std 23953 performance testing
- Colcab's superior technical capabilities and design methodology have evolved via collaboration with internationally recognised brand, Hill Phoenix (USA)
- Mono-structured tubs are manufactured from composite GRP/glass fibre outers with foam injected polyurethane, which deliver premium insulation and rust free properties
- Established in 1958, a pedigree of 57 years and optimised build quality have positioned Colcab as the No. 1 choice of FMCG customers



























Colcoil Heat Exchangers, a division of Colcab, offers a full range of fin and tube heat exchangers for the retail, commercial, industrial, agricultural and marine industries

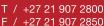
Colcoil's product catalogue includes a full range of blower coils (unit, dual and angular), vertical and horizontal discharge condensers, dry coolers as well as smaller condensing units. In addition, special application products are designed for bespoke projects as required by the customer. For example, blast freezers, coils for perishable product rooms (pull down, conditioning and ripening) etc. Colcoil also supports all products previously supplied by Yucon coils.

Energy efficiency, quality and reliability are key focus areas. Hence, energy efficient components such as internally grooved tubing and efficient fans are part of the offering. To ensure reliability in various applications, pre and post treated fin surface areas are offered to the customer.

Colcoil's introduction of cutting edge 3D design, CNC manufacturing capabilities and best-in-class thermodynamic design software places Colcoil as a leader in the broader heat exchanger market.

Colcoil operates from a 5800 m² facility in Blackheath, Cape Town and employs 65 staff members.

- Colcoil is ISO9001 accredited
- International design and selection software is used for application and coil sizing
- Flexible manufacturing allows for custom application
- We use high quality copper and aluminium products from highly accredited mills
- State of the art equipment is used for the processing of coil blocks and sheets metal ensuring superior quality







South African baking industry stalwart **Macadams** is an "Old" company with new ideas that is passionate about maintaining the world-class standard of its globally recognised product range and renowned after-sales service

Established in 1904; over the past 100 years it has developed into a major force in the baking industry. Macadams currently services a global base of retail bakery and food players, wholesale bakery and food producers and dealer networks with representation in more than 65 countries across the globe. It has been able to carve out this strong customer base, thanks to the depth of its products and the world class innovation and quality that they embody. As a result, Macadams exports to many African countries across the African continent. Covering the corners of the globe with their well known and world famous Rack Oven range, from Russia to Miami, Iceland to Australia and from Mexico into the highly competitive European market.

Manufacturing prowess | One of Macadams biggest differentiators is its manufacturing excellence. Its 17500 m², ISO 9001 accredited production facility is situated in Cape Town, South Africa, which provides an excellent springboard into Africa and is also in close proximity to Cape Town harbour for international shipments. Another key differentiator of the firm is its commitment to providing the best quality in everything that it produces. This results in a premium product range, backed by world-class sales and service teams who have a wealth of knowledge gained over many years of service. In addition, Macadams has more than 35 sub contracted Technical Service Companies around Sub Saharan Africa, all of which have extensive knowledge of Macadams machinery to guarantee the best service. This is boosted by a long standing management team, who possess in-depth knowledge and always display a huge passion for the business.





5 REASONS

WHY YOU SHOULD CHOOSE US

- Efficient distribution into Africa and internationally
- Macadams offers a complete customised solution in bakery and food service solutions
- Macadams strives for constant innovation and energy efficient technology
- We offer modular solutions, allowing your business to grow in stages
- Dedicated technical and after sales support division











A veteran in the bakeware manufacturing industry, **Marsden Bakeware**, a division of Macadams uses only the latest technology to ensure the highest quality product is delivered to our customers worldwide

Marsden Bakeware's inception in 1950 makes it the oldest bakeware manufacturer in Africa. Specialising in custom bakeware (pans and trays), we endeavour not only to meet all our customers' needs, but to ensure that they are given the individual attention to detail that will ultimately optimise their bakery operation processes. We have been operating from our new, state-of-the-art premises in Cape Town, South Africa since 2010.

We are fully ISO 9001 accredited and operate an environmentally friendly manufacturing plant. The emphasis placed on product innovation and development is extensive, whilst all factory production methods have been designed and implemented by highly skilled process engineers.

Having an on-hand technical department with qualified engineers guarantees that our customers have full technical support. Our dynamic management team guarantees quality products and competitive lead times.

- Marsden is the oldest and most renowned bakeware manufacturer in South Africa
- 2 Fully ISO 9001 accredited
- 3 Environmentally friendly manufacturing plant
- 4 Engineering team dedicated to product innovation
- Customised pans and trays to ensure customer satisfaction and efficiency













Macadams Food Service represents tried and tested international brands in addition to its range of in-house manufactured food service equipment. This enables it to offer a professional solution that cost-effectively meets the needs of any restaurant, hotel or hot food deli

Select group of suppliers | The company has enjoyed rapid growth over the last five years and is now an established player on the Africa food service equipment landscape. In conjunction with Macadams International, Macadams Food Service is able to offer a complete service throughout Sub-Saharan Africa, with a network of service agents in countries such as Kenya, Nigeria and Uganda. This places it within a select group of suppliers on the continent. As a result, it currently supplies most of the national supermarket chains within South Africa as well as Sub-Saharan Africa.

Service underpinned by training is key | The company prides itself on not only being able to offer a suitable range of equipment and its ability to back its products with after sales service and spares parts availability. As part of ongoing efforts to maintain and improve its service offering, it has invested heavily in training programs, by either sending technicians to overseas principals or by bringing those principals to South Africa to conduct in-house training courses. Being part of Macadams International, also allows it to employ the same ethos and principles of customer service as experienced by customers who deal with Macadams International. This approach is founded on a key ethos of 'everything for the good of the customer'.





5 REASONS

WHY YOU SHOULD CHOOSE US

- Macadams Food Service is an O.E.M partner for Rational Combi Ovens and it's the sole representative for the world's leading foodservice brands including: BKI, Hobart, Scanbox, MBM, and Lincat
- The company has carefully selected local and international products that are not only functionally fit for purpose but are also cost-effective. For example, Macadams chicken rotisseries are designed to strict specifications and manufactured by one of the company's strategic partners at a significant saving, when compared to other available international brands
- Macadams Food Service invests heavily in technical as well as product application training. It constantly works with its international partners to keep the company's technical and sales team fully trained on all of its products
- Macadams Food Service carries a complete range of spare parts for all equipment it supplies, this is available nationally within 48 hours
- Macadams Food Service is able to offer on-site equipment training to customers, conducted by one of its in-house corporate chefs and carries a significant stock holding, which means it's often able to deliver shortly after an order is placed



















Founded in 1981, FoodServ Solutions has established itself as a multinational leader and multi-award-winning provider of cutting edge solutions for commercial and industrial kitchen concepts, as well as food preparation equipment - to the food services industry

What sets us apart; is the fact that we are able to offer a turnkey solution; right through from the design of concepts and the manufacturing, supply and fitment of the equipment; to the training of users and support and maintenance - on an ongoing basis.

At FoodServ we pride ourselves in being at the very forefront of the most up-to-date technology and concepts for the food services industry, the latest being our solutions for Quick Service Restaurant (QSR) concepts.

Coupled with three decades plus of hands-on experience, we are ideally poised to assess our clients' requirements, offer recommendations and engineer total rendering solutions for optimal kitchen operations - using the trusted Solidworx software.

As such, FoodServ Solutions has become renowned for being an integral partner to the success of a multitude of the most well-known brands, including top food chains, flagship hotels and lodges, supermarkets, signature coffee shops, delis, mobile kitchens and production kitchens - throughout Africa and beyond.

5 REASONS WHY YOU SHOULD CHOOSE US

FoodServ Solutions has its own manufacturing facility in Denver, Johannesburg where we proudly produce the trusted Turboquip brand. This encompasses a novel range of top quality and custommade factory food preparation equipment - that are specifically designed to meet the needs of any industrial or commercial kitchen.

FoodServ is the agent and importer of best-of-breed international brands such as Henny Penny, Fri-Jado, Lincoln, Rational, Moduline, La Marzocco, Angelo Po, Merrychef, Vitamix, Mondial Forni and Frima, to mention a few.

Some of our accomplishments in this arena include the international Supplier of the Year Award with Henny Penny, for the most sales achieved by a world distributor, as well as numerous local supplier awards such as the YUM! Supplier of the Year and Customer Mania Awards.

FoodServ has an in-house specialist technical department headed by some leading experts in the various food services fields. With an uncompromising approach to quality, all our service technicians are qualified and trained to execute diagnostic evaluation and repair fitment according to the highest standards and international best practices.

The Result: A business that is ready for just about anything: from designing and fitting your hotel or lodge, to helping you open a supermarket deli, quick service restaurant or coffee shop. Because when it comes to foodservice, nobody does it better than FoodServ Solutions.











BCE is Southern Africa's leading supplier of kitchen utensils, industrial cookware and commercial kitchen appliances to the hospitality and foodservice industries

BCE was founded in 1986 and established a reputation for exceptional service and superior quality products. BCE has built on its reputation as Southern Africa's leading supplier of kitchen utensils, industrial cookware and commercial kitchen appliances by expanding into the African Continent and Indian Ocean Islands.

We carry a range of more than 6,000 products, all of which are best of breed and sourced from reputable local and international suppliers.

Our products are classified into the following categories:

- Heating
 Processing
 Refrigeration
 Washing
 Cleaning
- Utilities and Smalls · Chefware · Display ware and Buffetware
- Storage and Handling · Hotelware · Glassware and Crockery

Our head office is based in Johannesburg with branches in Cape Town, Durban as well as a full showroom and warehouse in Lagos, Nigeria. In our Johannesburg branch we have the largest showroom of its kind in Africa, where potential buyers are able to view our product range in its unpacked state, replicating our product range found in our comprehensive catalogue.

In addition to this, we are able to provide live demonstrations of our products where we can present appropriate features and benefits.

5 REASONS WHY YOU SHOULD CHOOSE US

We endorse only premium quality products from over 20 countries. These trusted brands carry full internationally recognised warranties. We have the sole agency in Southern Africa for DIHR, Robot Coupe, Rheninghaus, Hamilton Beach, Carlisle, Brema, Anvil, Tiger and many more

- BCE has a stock availability of over 6,000 line items and can deliver within 24 hours locally and 48 hours nationally
- By making use of our extensive dealer network, we are able to service the South African market, as well as export abroad
- Immediate back-up, spares and accessories are offered (available countrywide within two working days), through our service centres
- BCE Foodservice Equipment has 30 years' experience, providing an outstanding all round exceptional service and superior quality products























Scientific Engineering is the manufacturer of leading brands of catering and industrial butchery equipment (i.e. Anvil and Butcherquip)

Since its inception 50 years ago, Scientific Engineering has earned the respect of the South African market as an innovative designer and manufacturer of an extensive equipment range. The production facility is based in a 10 000 m² facility west of Johannesburg. Together with ISO9001 accreditation and using latest state of the art manufacturing technology, the Scientific Engineering brands have gone from strength to strength.

With a staff complement of 160 and strong emphasis on in house engineering design and manufacturing, Scientific Engineering has ensured that it remains on the forefront of development. Particular attention is paid to continuous product improvement and the value engineering concept remains key in the Scientific Engineering philosophy.

Scientific Engineering has not only developed its African footprint but is also active in over 30 countries around the globe. The barriers to entry in certain of these markets have been overcome by Scientific Engineering manufacturing products to the specific standards required by each target market:

- UL Underwriter's Laboratory US market
- ETL Edison Test Laboratories US market
- CE European Certification
- NSF National Sanitation Foundation for the US market

Scientific Engineering strives to develop solutions in the catering and butcher equipment arena and becoming a preferred supplier of catering appliances worldwide.

- The factory is ISO9001 accredited as well as holding many sought after US approvals
- Anvil and Butcherquip are established brands with proven track records over the last 25 years
- Products conform to stringent European and US 3 safety standards and are world-class
- Products are designed with the simplicity of operation in mind not only in their functionality but also in the ease of service
- The Scientific Engineering offering is supported by strong engineering backup and ready supply of spare parts which are largely common throughout the product range

















SE Trading was initially developed as a sourcing arm for Scientific Engineering and has developed into an innovative supplier of turnkey product solutions for the catering and allied businesses using manufacturing resources in Asia

The company commenced trading 10 years ago and over this time has acquired extensive experience in the management of Asian suppliers, while at the same time ensuring that the products are uniquely developed to specific customer needs.



- Proven track record as a value added sourcing company for a wide range of food service equipment and related components for customers worldwide
- Our office is based in Guangzhou, close to major supply factories
- Our own quality engineers are based in China for factory audits, product and container loading inspections. Direct liaison with source factories regarding technical issues with full engineering back up based in South Africa. Product branding to customers specifications
- The shipping department is based in China for order follow up and control together with the ability to consolidate shipments if required
- We conduct factory and field testing of products prior to production. Organizing and control of product related certifications

Laboratory Equipment

Scientific Engineering is a leading supplier of Laboratory equipment to the Scientific and Medical Industry

Scientific Engineering's laboratory business was founded in 1966 and has developed into a leading manufacturer, importer and distributor of laboratory equipment in the African market through a dealer network.

The product range extends over 180 products and the Scientific Brand has earned a reputation of being reliable and a great value for money proposition in laboratories.

Scientific prides itself in providing the market with products that are simple, yet functional, being able to handle arduous working conditions.

















Commercial Equipment Solutions (CES) is a specialist solutions provider to the broader foodservice industry including: Food retailers, wholesalers, convenience stores, bakeries, hotels, restaurants, quick service restaurants as well as government and institutional kitchens.

While maintaining its key role within the globally recognised Universal Group, CES also has a strong standing within the Southern African region. In addition, its philosophy of transparency, accountability, integrity, excellence and innovation in all its business dealings has seen it become synonymous with service and quality.

Being part of the Universal Group also gives CES access to a highly-competitive range of equipment and support services for:

- Refrigeration Equipment Beverage coolers, supermarket display cases, cold and freezer rooms and refrigeration plant and related equipment
- Baking and Kitchen Equipment Rotary, rack and convection ovens, mixers, pressure cookers, grillers and related equipment.
- Commercial Catering Equipment Glassware, crockery, cutlery, processing and heating, storage, cleaning, cooking, chefs wear, smalls and other related equipment.

One of CES's biggest strengths is its ability to provide exceptional turnkey solutions, with specific expertise in the institutional sector. This service includes: Conceptualisation, menu design, kitchen design, equipment specification, equipment supply, installation, staff training and on-going maintenance and support. CES is also obsessed with quality control and fully tests the products it manufactures and sells. In addition, optimal usage of its equipment is ensured through the provision of comprehensive client training on request.





- A broad product offering caters to a wide range of sectors making the company an ideally suited partner for institutional, big volume productions
- CES is committed to enhancing customer profitability by providing top quality service from design and manufacture to supply, installation, training, maintenance and servicing of equipment purchased
- It's specialisation in systems solutions takes cost effectiveness and application into account, which not only boosts a client's business but also adapts to ever changing catering needs
- An innovative 360-degree, 3D approach allows for the design of a modern, fully functional kitchen geared to current and future client needs
- CES believes in Empowerment and Socio-Economic Development and is a Level 2 Broad Based Economic Empowerment company









BRANCHES IN AFRICA































GHANA

No.79 Lagos Avenue, East Legon52 Blohum Street, Dzorwulu

NIGERIA

- 52 Bionum Street, Dzorwulu Accra



RWANDA

KENYA

- Mandev Complex Mombasa Rd, P.O. Box 30223 - 00100 Nairobi



RWANDA

 Kicukiro District, Gatenga Sector, Juru Cell Kigali



NIGERIA

 6 Akinyemi Crescent, Matori, Mushin Lagos



TANZANIA

Industrial Park, Off Julius Nyerere Rd Dar es Salaam



ZANZIBAR

UGANDA

- Off Ben Kiwanuka, St. Kampala Kampala



ZANZIBAR

- C/o I.B.S. Zanzibar Forodhani

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