

INDIVIDUAL ECS/ECNS TRANSFER APPLICATION

**I-ECS/ECNS TRANSFER
APPLICATION
FROM
EPILITE 102 CC
TO
KYRASCENE (PTY) LTD
09/11/2022**

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EPILITE 102 cc

Reg. No: 2009/039151/23
52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Authorisation Letter

To whom it may concern

This letter confirms that ALL TECH COMPLIANCE (PTY) LTD has been authorised by EPILITE 102 CC to submit this I-ECS/ECNS transfer application on its behalf per the resolution taken on the 15th of March 2022.

The company resolution has been attached to this application as Appendix 14.2 of FORM G.

We trust you find the above in order.

Regards,



Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022

FORM G**APPLICATION TO TRANSFER OWNERSHIP AND/OR CONTROL OF AN INDIVIDUAL
LICENCE****(Regulation 11)****INDEPENDENT COMMUNICATIONS AUTHORITY OF SOUTH AFRICA***Note:*

- (a) *Applicants must refer to the Electronic Communications Act, 2005 (Act No. 36 of 2005) ("the Act") and any regulations published under that Act with regard to the requirements to be fulfilled by applicants.*
- (b) *Information required in terms of this Form which does not fit into the space provided may be included in an appendix attached to the Form. Each appendix must be numbered with reference to the relevant part of the Form.*
- (c) *Where any information in this Form does not apply to the applicant, the applicant must indicate that the relevant information is not applicable.*

1. PARTICULARS OF LICENCE	
1.1. Licence number/s:	0136/IECS/JUNE/09 0136/IECNS/JUNE/09
1.2. Nature of services authorised to be provided in terms of the Licence:	Electronic Communication Services Electronic Communication Network Services
1.3.	Attach a copy or copies of the Licence/s that is the subject of this application. The copy of the Licence must be marked clearly as Appendix 1.3 of FORM G .

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2. PARTICULARS OF THE APPLICANT (LICENSEE)	
2.1. Full name of the applicant:	EPILITE 102 cc
2.2. Designated contact person:	LOUIS BAREND YSSEL
2.3. Applicant's street address:	52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692
2.4. Applicant's principal place of business (if different from street address):	Same as above
2.5. Applicant's postal address:	P.O. BOX 30, MIDSTREAM, 1692
2.6. Designated contact person's telephone number/s (including mobile):	+27 12 051 0149/ +27 82 651 0829
2.7. Designated contact person's telefax number/s:	+27 82 651 0829
2.8. E-mail address of designated contact person:	louis@dfacto.one

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3. PARTICULARS OF TRANSFEREE	
3.1. Full name of transferee:	KYRASCENE (PTY) LTD
3.2. Designated contact person:	Peter Moyo
3.3. Transferee's street address:	93 Pretorius Street, President Park, Midrand, 1685
3.4. Transferee's principal place of business (if different from street address):	Same as above
3.5. Transferee's postal address:	93 Pretorius Street, President Park, Midrand, 1685
3.6. Telephone number/s:	+27 84 278 9216
3.7. Telefax number/s:	N/A
3.8. E-mail address of the designated contact person:	Petermoyo2003@yahoo.com



4. LEGAL FORM OF THE APPLICANT (LICENSEE)	
4.1 Indicate if the applicant is:	
(i) a natural person	
(ii) a partnership	
(iii) a juristic person	X
(iv) other (specify)	
4.2 If the applicant is a natural person or a partnership:	
4.2.1 Provide the identity number of the applicants or each partner in the applicant:	N/A
4.2.2 Attach a certified copy of the identity document of the applicant, or certified copies of the identity document of each partner in the applicant marked clearly as Appendix 4.2.2 of FORM G , indicating that he or she is a citizen of the Republic, as required by section 5(8) (a) of the Act. N/A	
4.3 If the applicant is a juristic person:	
4.3.1 Indicate the legal form of the applicant (e.g. private company incorporated in terms of the Companies Act, 1973): Private company incorporated in terms of the Companies Act 71, 2008 ("Companies Act") ,	
4.3.2 Registration number of applicant:	2009/039151/23
4.3.3 Attach certified copies of the applicant's certificate of incorporation and memorandum and articles of association or other constitutive documents of the applicant (e.g. memorandum and articles of association, association agreement, constitution) marked clearly as Appendix 4.3.3 of FORM G , indicating the applicant's compliance with the requirements of section 5(8) (b) of the Act.	

4.4 Where the applicant has been liquidated or sequestrated, provide:	
4.4.1 Liquidator / Executor's postal address:	N/A
4.4.2. Liquidator / Executor's telephone number/s:	N/A
4.4.3. Liquidator/Executor's mobile number/s:	N/A
4.4.4. Liquidator / Executor's telefax number/s:	N/A
4.4.5. Liquidator / Executor's E-mail address:	N/A
4.4.6. Attach an affidavit deposed to by the liquidator or executor, indicating the consent to the transfer of the Licence, marked clearly as Appendix 4.4.5 of FORM G .	

5. LEGAL FORM OF TRANSFEREE	
5.1 Indicate if the transferee is:	
(i) a natural person	
(ii) a partnership	
(iii) a juristic person	X
(iv) other (specify)	
5.2 If the transferee is a natural person or a partnership:	
5.2.1 Provide the identity number of the transferee or each partner in the transferee:	N/A

5.2.2 Attach a certified copy of the identity document of the transferee or certified copies of the identity document of each partner in the transferee marked clearly as Appendix 5.2.2 of FORM G , indicating that he or she is a citizen of the Republic, as required by section 5(8) (a) of the Act. N/A- The transferee is a juristic person	
5.3 If the transferee is a juristic person:	
5.3.1. Indicate the legal form of the transferee (e.g. private company incorporated in terms of the Companies Act, 1973):	The Transferee Is a Private Company Incorporated in terms of Companies Act 71 Of 2008
5.3.2. CIPC Registration number of transferee:	2022/397822/07
5.3.3. Attach certified copies of the transferee's certificate of incorporation and memorandum and articles of association or other constitutive and/or other governing documents of the transferee (e.g. memorandum and articles of association, association agreement, constitution) marked clearly as Appendix 5.3.3 of FORM G , indicating the transferee's compliance with the requirements of section 5(8) (b) of the Act.	
5.4. If the transferee is not a juristic person but intends to operate as one if this application is granted: N/A	
5.4.1. Provide a written undertaking that the transferee will comply with section 5(8) (b) of the Act marked clearly as Appendix 5.4.1 of FORM G .	
6. OWNERSHIP AND MANAGEMENT OF APPLICANT	
6.1	Provide details of all ownership interests in the applicant and the identity and address of each holder of an ownership interest in the applicant. Where an applicant is a juristic person, only shareholdings (or equivalent) of 5% or more of the total issued shares (or equivalent) in the applicant are relevant. Attach as Appendix 6.1 of FORM G
Please see the attached Appendix 6.1 of FORM G	

6.2	Indicate whether the applicant is listed on any stock exchange and provide details of any such listing: Attach as Appendix 6.2 of FORM G
The applicant is not listed on any stock exchange. Please refer to the attached appendix 6.2 of Form G.	
6.3	In respect of each holder of any ownership interest in any person holding an ownership interest in the applicant, provide the details required in 6.1 in respect of each such holder: Attach as Appendix 6.3 of FORM G
Please see the attached Appendix 6.3	
6.4	Indicate the extent to which any ownership interest referred to above is held by an historically disadvantaged person
0%	
6.5.	Indicate whether the holder of any ownership interest in the applicant is a foreign citizen or an entity registered or incorporated in any country other than South Africa:
N/A. No holder of ownership interest in the Applicant is a foreign citizen.	



6.6. Indicate whether any person holding an ownership interest in the applicant holds a Licence issued in terms of the Act or holds an ownership interest in any other licensee licensed to provide a service similar to that to which this application relates:

N/A. No person holding an ownership interest in the applicant holds any License issued in terms of the Act.

6.7. Provide particulars of any interest held by the applicant in another licensee licensed in terms of the Act:

N/A. The applicant does not hold any interest in any licensee licensed in terms of the Act.

6.8. Provide details (including name, nationality, identification or passport number, position and address) of each member of the applicant's:

- (i) board of directors or similar body; and
- (ii) senior management.

Attach as Appendix 6.8 of FORM G

Please see attached Appendix 6.8 of FORM G

7. OWNERSHIP AND MANAGEMENT OF TRANSFEREE

7.1 Provide details of all ownership interests in the transferee and the identity and address of each holder of an ownership interest in the transferee if a natural person. Where a transferee is a juristic person, indicate all the shareholders and the percentage shares held by each shareholder. **Attach as Appendix 7.1 of FORM G**

7.2	Provide a written undertaking indicating the correctness of the information stated in 7.1 signed off by Accounting Officer clearly marked Appendix 7.1 of FORM G.
7.3	Indicate whether the transferee is listed on any stock exchange and provide details of any such listing. The transferee is not listed in any stock exchange.
7.4	Provide a written undertaking indicating the stated in 7.3 signed off by Accounting Officer clearly marked Appendix 7.3 of FORM G.
7.5	In respect of each holder of any ownership interest in any person holding an ownership interest in the transferee, provide the details required in 7.1 in respect of each such holder. Please refer to Appendix 7.1 of FORM G
7.6	Provide a written undertaking indicating the stated in 7.5 signed off by Accounting Officer clearly marked Appendix 7.5 of FORM G.
7.7	Indicate the extent to which any ownership interest referred to above is held by historically disadvantaged groups. The Transferee is 100% owned by HDI. ITAGA Holdings holds a 51% ownership interest in the Transferee, and Kyrascan holds a 49% ownership interest in the transferee. ITAGA Holdings is owned by a male of Indian descent (with 15% shareholding) and female of African descent (with 85% shareholding). Kyrascan is owned by a male of Indian descent with 100% shareholding Please refer to Appendix 7.1 of FORM G for more information.
7.8	Provide a written undertaking indicating the stated in 7.7 signed off by Accounting Officer clearly marked Appendix 7.7 of FORM G.
7.9	Indicate whether the holder of any ownership interest in the transferee is a foreign citizen or an entity registered or incorporated in any country other than South Africa: No holder of ownership interest in the Transferee is a foreign citizen. Please refer to Appendix 7.1 of FORM G

7.10	Provide a written undertaking indicating the stated in 7.9 signed off by Accounting Officer clearly marked Appendix 7.9 of FORM G.
7.11	Indicate whether any person holding an ownership interest in the transferee holds a Licence issued in terms of the Act or holds an ownership interest in any other licensee licensed to provide a service similar to that to which this application relates: No person holding ownership interest in the transferee holds any license issued in terms of the Act.
7.12	Provide a written undertaking indicating the stated in 7.11 signed off by Accounting Officer clearly marked Appendix 7.11 of FORM G.
7.13	Provide particulars of any interest held by the transferee in another licensee licensed in terms of the Act: N/A
7.14	Provide a written undertaking indicating the stated in 7.13 signed off by Accounting Officer clearly marked Appendix 7.13 of FORM G.

7.15	Provide details (including name, nationality, identification or passport number, position and address) of each member of the transferee's: i. board of directors or similar body; and ii. senior management. Attach as Appendix 7.15 of FORM G
8.	SUITABILITY OF TRANSFEREE
8.1	Provide particulars of any Licence held by the transferee in terms of the Act, which has been revoked. Attach as Appendix 8.1 of FORM G
N/A.	The transferee has never held any license issues in terms of the Act that has been revoked.
8.2	Provide particulars of any application submitted by the transferee for a Licence in terms of the Act, which was rejected: Attach as Appendix 8.2 of FORM G
N/A.	The transferee has never submitted any application in terms of the Act.
8.3	Provide particulars of any application submitted by the transferee for a Licence in terms of the Act which is pending before the Authority: Attach as Appendix 8.3 of FORM G
N/A.	The transferee has never submitted any application to ICASA.
8.4	Provide details of any action taken in relation to the transferee by the Authority or any other person due to a breach of the Act and related legislation. Attach as Appendix 8.4 of FORM G
N/A.	

8.5	Provide a written undertaking indicating the stated in 8.1, 8.2, 8.3 and 8.4 signed off by Accounting Officer clearly marked Appendix 8.5 of FORM G.
8.6	Provide details of the transferee's 5-year business plan in respect of the application: Attach as Appendix 8.6 of FORM G
8.7	Attach a comprehensive business plan stated in 8.6 clearly marked Appendix 8.7 of Form G. Please see the attached Appendix 8.7 of Form G.
8.8	Provide separately and mark clearly as Appendix 8.8 of FORM G , copies of the transferee's audited annual financial statements for the previous three years:
8.9	Provide detailed network architecture layout plan and roll-out plans should this application be granted indicating timeframes and roll-out targets clearly marked Appendix 8.9 of FORM G.
8.10	Applicable to Individual ECS/ECNS only: provide detailed proposed commercial agreements to be made available in terms of roaming, interconnection, and facilities leasing clearly marked Appendix 8.10 of FORM G

9. OWNERSHIP AND CONTROL BY HISTOICALLY DISADVANTAGED PERSONS, COMPETITION ANALYSIS AND CONSUMER INTEREST

9.1 Provide details of how the parties comply with the 30% ownership and control interest by historically disadvantaged groups clearly marked **Appendix 9.1 of FORM G.**

Please find the attached Appendix 9.1 of FORM G.

9.2 Provide an independent competition analysis report regarding the impact of this transaction on the relevant market clearly marked **Appendix 9.2 of Form G**

Please find the attached Appendix 9.2 of FORM G

9.3 Provide a consumer interest analysis report post the transaction clearly marked **Appendix 9.3 Form G**

Please find the attached Appendix 9.3 of FORM G

10. REASONS FOR PROPOSED TRANSFER

10.1 Provide the detailed reasons for the proposed transfer clearly marked **Appendix 10.1 of FORM G.**

Please see the attached **Appendix 10.1 of FORM G.**

11. APPLICANT'S LICENCE OBLIGATIONS

11.1 Indicate those obligations of the applicant in terms of the Licence which have been discharged and those which will be assumed by the transferee, should this application be granted:

There are there no obligations of the Applicant which will be assumed by the Transferee apart from those stated in the licenses.

11.2 Provide separately and mark clearly as **Appendix 11.2 of FORM G**, a written undertaking given by the transferee, through its duly authorised representative, that it will comply with the applicant's Licence obligations in the event of the transfer application being approved by the Authority.

Please find the attached Appendix 11.2 of FORM G

12. UNDERTAKINGS

12.1 Specify any undertakings which the transferee is prepared to make in order to promote the objects of the Act, should this application be approved by the Authority. Clearly marked as **Appendix 12 of FORM G.**

13. COMPLIANCE WITH CHAPTER 9 OF THE ACT

This section is only applicable where the Licence to be transferred is in respect a broadcasting service.

13.1	Indicate whether the transferee is a member of the Advertising Standards Authority or intends to become a member:	N/A
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13.2	Indicate whether the transferee is a member of a body contemplated in section 54(3) of the Act or intends to become a member:	N/A
13.3	13.3. Indicate whether the transferee is a party, movement, organisation, body or alliance which is of a party-political nature.	N/A
13.4	13.4. Indicate whether the transferee controls a newspaper, and, if so, provide details of: 13.4.1 newspaper's circulation figures 13.4.2 area in which the newspaper is distributed 13.4.3 newspaper's market share.	N/A

14. GENERAL

14.1 Provide details of any other matter of which, in the applicants' view, the Authority should be aware:

All the compliance documents have been submitted to the relevant compliance officer (Moroba A. Teffo <MTeffo@icasa.org.za>)

14.2 Attach a resolution authorizing the persons signing this application to sign this application marked clearly as **Appendix 14.2 of FORM G.**

The person signing the application on behalf of the applicant and the transferee must acknowledge as follows:

I, the applicant, acknowledge that the Authority reserves the right to have any Licence amended pursuant to this application set aside, should any material statement made herein, at any time, be found to be false.

Signed



(APPLICANT)

I certify that this declaration was signed and sworn to before me at Midstream
.....14th on the October day of 2022 by the
deponent who acknowledged that he/she:

1. knows and understands the contents hereof;
2. has no objection to taking the prescribed oath or affirmation; and
3. considers this oath or affirmation to be truthful and binding on his/her conscience.

Commissioner of Oaths
Ex-Officio - Marriage Officer

Number: BD 27631

Signature: 



COMMISSIONER OF OATHS

Name: A. ENGELBRECHT

Address: MIDSTREAM

Capacity: MARRIAGE OFFICER

APPENDIX 1.3 of FORM G

(Attach a copy or copies of the Licence/s
that is the subject of this application)





Independent Communications Authority of South Africa

Pinmill Farm, 164 Katherine Street, Sandton
Private Bag X10002, Sandton, 2146

INDIVIDUAL ELECTRONIC COMMUNICATIONS SERVICE LICENCE

No:0136/IECS/JUNE/09

GRANTED AND ISSUED

TO

Epilite 102 cc

FOR THE PROVISION OF

ELECTRONIC COMMUNICATIONS SERVICES

**SIGNED FOR AND ON BEHALF OF THE INDEPENDENT COMMUNICATIONS
AUTHORITY OF SOUTH AFRICA**

AT SANDTON ON THIS DAY.....8th.....OF JUNE 2009


**PARIS MASHILE
CHAIRPERSON**

1. LICENSEE

The Licence is issued to:

- 1.1 Name of Company/Entity: Epilite 102 cc
- 1.2 Shareholders: LOZI Trust 100%
- 1.3 Ownership held by persons from historically disadvantaged groups:
None

2. CONTACT DETAILS

2.1 The contact person for the Licensee shall be:

- 2.1.1 Name: Louis Yssel
- 2.1.2 Tel: 088 302 8254
- 2.1.3 Fax: 082 908 9222
- 2.1.4 Cell: 082 9089222
- 2.1.5 Email: louis@scicom.co.za

2.2 Should the Licensee propose to replace the person so designated, the Licensee shall notify the Authority in writing within seven (7) days after appointing the new designated person.

3. NOTICES AND ADDRESSES

The Licensee chooses the following addresses as its principal addresses:

- | | | | |
|-----|-------------------|-----|-----------------------|
| 3.1 | Postal Address | 3.2 | Physical Address |
| | P O Box 30 | | 52/1 Fenchurch Street |
| | Midstream Estates | | Midstream Estates |
| | 1692 | | 1692 |

SCHEDULE

1. Trading Name

Epilite 102 cc

2. Geographic coverage

The Licensee shall provide national coverage of its electronic communication services.

3. Range of numbers from the National Numbering Plan

The Licensee shall retain a right to apply for numbers subject to the numbering plan and related regulations issued in terms of section 68 of the EC Act.

4. Rights and obligations

4.1 The Licensee is entitled to provide electronic communications services in the Republic.

4.2 The rights and obligations under this licence may be exercised or performed by a third party, including its agents and contractors. The Licensee shall be responsible for the acts or omissions in respect thereof on the basis that –

4.2.1 the liability of the Licensee for any acts or omissions of such third party, including agents or contractors, in relation to the exercise of such rights shall be limited to acts or omissions which constitute a contravention of the conditions of this Licence;

4.2.2 the Licensee shall stipulate adequate provisions in its contracts with such third party, including agents or contractors, to ensure that their exercise of any of the above rights do not contravene any of the conditions of this Licence;

4.2.3 should any such third party, including agents or contractors, commit any act or omission in contravention of a condition of this Licence, the Licensee shall, upon becoming aware thereof, act as expeditiously as is reasonably possible

to remedy such contravention and for this purpose the Licensee shall be afforded reasonable time; and

4.2.4 the Authority shall, upon becoming aware of any contravention of this Licence by such third party, including the Licensee's agents or contractors or any complaints lodged with the Authority in relation thereto, forthwith in writing notify the Licensee accordingly.

4.3 The Licensee and any or all of its Subsidiaries shall be entitled by virtue of this Licence to provide all or any of the Services together with all or any other rights granted to it under this Licence.

4.4 Nothing in this Licence shall be construed or understood as to relieve the Licensee or any other party of the obligations to comply with any other applicable statutory prohibition or obligation.

5. Licence Fee

The Licensee shall continue to pay the prescribed annual licence fees until reviewed by the Authority in terms of chapter 2 of the EC Act.

6. Force Majeure

The Licensee shall not be held liable for its inability to perform its obligations in this licence and other regulations due to unforeseen natural causes. However, the Licensee shall advise the Authority as soon as practicable after becoming aware of the existence of any such event or circumstances likely to lead to such event.



Independent Communications Authority of South Africa

Pinmill Farm, 164 Katherine Street, Sandton
Private Bag X10002, Sandton, 2146

INDIVIDUAL ELECTRONIC COMMUNICATIONS NETWORK LICENCE

No:0136/IECNS/JUNE/09

GRANTED AND ISSUED

TO

Epilite 102 cc

FOR THE PROVISION OF

ELECTRONIC COMMUNICATIONS NETWORK SERVICES

**SIGNED FOR AND ON BEHALF OF THE INDEPENDENT COMMUNICATIONS
AUTHORITY OF SOUTH AFRICA**

AT SANDTON ON THIS DAY.....8th.....OF JUNE 2009


**PARIS MASHILE
CHAIRPERSON**

1. LICENSEE

The Licence is issued to:

- 1.1 Name of Company/Entity: Epilite 102 cc
- 1.2 Shareholders: LOZI Trust 100%
- 1.3 Ownership held by persons from historically disadvantaged groups:
None

2. CONTACT DETAILS

2.1 The contact person for the Licensee shall be:

- 2.1.1 Name: Louis Yssel
- 2.1.2 Tel: 088 302 8254
- 2.1.3 Fax: 082 908 9222
- 2.1.4 Cell: 082 9089222
- 2.1.5 Email: louis@scicom.co.za

2.2 Should the Licensee propose to replace the person so designated, the Licensee shall notify the Authority in writing within seven (7) days after appointing the new designated person.

3. NOTICES AND ADDRESSES

The Licensee chooses the following addresses as its principal addresses:

- | | | | |
|-----|-------------------|-----|-----------------------|
| 3.1 | Postal Address | 3.2 | Physical Address |
| | P O Box 30 | | 52/1 Fenchurch Street |
| | Midstream Estates | | Midstream Estates |
| | 1692 | | 1692 |

SCHEDULE

1. Trading Name

Epilite 102 cc

2. Geographic coverage

The Licensee shall provide national coverage of its electronic communication network services.

3. Rights and obligations

3.1 The Licensee is hereby authorised to construct, maintain and operate an electronic communications network, as well as provide electronic communications network services.

3.2 The rights and obligations under this licence may be exercised or performed by a third party, including its agents and contractors. The Licensee shall be responsible for the acts or omissions in respect thereof on the basis that –

3.2.1 the liability of the Licensee for any acts or omissions of such third party, including agents or contractors, in relation to the exercise of such rights shall be limited to acts or omissions which constitute a contravention of the conditions of this Licence;

3.2.2 the Licensee shall stipulate adequate provisions in its contracts with such third party, including agents or contractors, to ensure that their exercise of any of the above rights do not contravene any of the conditions of this Licence;

3.2.3 should any such third party, including agents or contractors, commit any act or omission in contravention of a condition of this Licence, the Licensee shall, upon becoming aware thereof, act as expeditiously as is reasonably possible to remedy such contravention and for this purpose the Licensee shall be afforded reasonable time; and

3.2.4 the Authority shall, upon becoming aware of any contravention of this Licence by such third party, including the Licensee's agents or contractors or any complaints lodged with the Authority in relation thereto, forthwith in writing notify the Licensee accordingly.

3.3 The Licensee and any or all of its Subsidiaries shall be entitled by virtue of this Licence to provide all or any of the Services together with all or any other rights granted to it under this Licence.

3.4 Nothing in this Licence shall be construed or understood as to relieve the Licensee or any other party of the obligations to comply with any other applicable statutory prohibition or obligation.

4. Licence Fee

The Licensee shall continue to pay the prescribed annual licence fees until reviewed by the Authority in terms of chapter 2 of the EC Act.

5. Force Majeure

The Licensee shall not be held liable for its inability to perform its obligations in this licence and other regulations due to unforeseen natural causes. However, the Licensee shall advise the Authority as soon as practicable after becoming aware of the existence of any such event or circumstances likely to lead to such event.

APPENDIX 4.3.3 of FORM G

(Attach certified copies of the applicant's certificate of incorporation and memorandum and articles of association or other constitutive documents of the applicant)



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Monday, October 17, 2022 at 11:38**



Companies and Intellectual
Property Commission

a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2009 / 039151 / 23

Enterprise Name: EPILITE 102

CERTIFIED A TRUE COPY
COMMISSIONER OF OATHS
SAIT Member 28919159 Z Naudé
Ex Officio - MTP (SA)
Commissioner of Oaths (RSA)
8 Euston Place, Midstream Estates

[Signature]
17/10/2022

ENTERPRISE INFORMATION

Registration Number 2009 / 039151 / 23
Enterprise Name EPILITE 102
Registration Date 02/03/2009
Business Start Date 02/03/2009
Enterprise Type Close Corporation
Enterprise Status Conversion CO/CC or CC/CO
Compliance Notice Status NONE
Financial Year End February
TAX Number 9564399161
Addresses **POSTAL ADDRESS**

P.O. BOX 30
MIDSTREAM

ADDRESS OF REGISTERED OFFICE

52 OLD KENT ROAD
MIDSTREAM ESTATE

1692

1692

ACTIVE MEMBERS / DIRECTORS

Surname and First Names

LOZI TRUST
IT NUMBER: 3811/08

Type	ID Number / Date of Birth	Contrib. (R)	Interest (%)	Appoint. Date	Address
------	------------------------------	-----------------	-----------------	------------------	---------

InterVivos Trust

10.00

100.00

01/06/2009

Postal: P.O. BOX 30, MIDSTREAM,
1692

Reg Office: 52 OLD KENT ROAD,
MIDSTREAM ESTATE, 1692

YSSEL, ZITA
TRUSTEE OF:
LOZI TRUST WITH IT NUMBER:3811/08

Representative
Trustee 6407020001088

0.00

0.00

01/06/2009

Postal: P.O. BOX 30, MIDSTREAM,
1692

Residential: 52 OLD KENT ROAD,
MIDSTREAM ESTATE, 1692

YSSEL, LOUIS BAREND
TRUSTEE OF:
LOZI TRUST WITH IT NUMBER:3811/08

Representative
Trustee 6503055014085

0.00

0.00

01/06/2009

Postal: P.O. BOX 30, MIDSTREAM,
1692

Residential: 52 OLD KENT ROAD,
MIDSTREAM ESTATE, 1692

AUDITOR DETAILS

Auditor Name	Type	Status	Appointment Date	Resignation Date	Email Address
LSG INTEGRATED	ACC	Resign		2009-06-01	

Profession Number: 955361



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Monday, October 17, 2022 at 11:38**



**Companies and Intellectual
Property Commission**

a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2009 / 039151 / 23

Enterprise Name: EPILITE 102

C.E. PRETORIUS	ACC	Name Change	2009-06-01		CORLIA.PRETORIUS@GMAIL.COM
Profession Number: SAIBR228					
JEANETTE ADRIANA COETZEE	ACC	Current	2012-05-14	ACTIVE	JEANETTE@PCEACCOUNTANTS.CO.ZA
Profession Number: 15434					
C.E. PRETORIUS	ACC	Resign	2009-06-01	2012-05-14	CORLIA@PCEACCOUNTANTS.CO.ZA
Profession Number: 18106					

CHANGE SUMMARY

06/07/2009 Accounting Officer Change on 06/07/2009.
Change Record
Name: = LSG INTEGRATED
Status: = Resign

06/07/2009 Member Change on 06/07/2009.
Add Record
Surname: = YSSEL
First Names: = LOUIS BAREND
Status: = Active

14/01/2011 Registered Address Change on 14/01/2011.
52/1 FENCHURCH ROAD
MIDSTREAM ESTATE

14/01/2011 1692
Member Change on 14/01/2011.
Change Record
Surname: = YSSEL
First Names: = LOUIS BAREND
Status: = Active

30/05/2012 Member Change on 30/05/2012.
Change Record
Surname: = YSSEL
First Names: = LOUIS BAREND
Status: = Active

02/03/2009 Registration of CC/CO on 02/03/2009.

06/07/2009 Postal Address Change on 06/07/2009.
P O BOX 35465
MENLO PARK

06/07/2009 0102
Accounting Officer Change on 06/07/2009.
Add Record
Name: = C.E. PRETORIUS
Status: = Current

06/07/2009 Member Change on 06/07/2009.
Add Record
Surname: = YSSEL
First Names: = ZITA
Status: = Active

14/01/2011 Accounting Officer Change on 14/01/2011.
Add Record
Name: = C.E. PRETORIUS
Status: = Current

**CERTIFIED A TRUE COPY
COMMISSIONER OF OATHS**
SAIT Member 28919159 Z Naudé
Ex Officio - MTP (SA)
Commissioner of Oaths (RSA)
8 Euston Place, Midstream Estates

17/10/2022



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Monday, October 17, 2022 at 11:38**



Companies and Intellectual
Property Commission

a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2009 / 039151 / 23

Enterprise Name: EPILITE 102

14/01/2011 Member Change on 14/01/2011.
Change Record
Surname: = YSSEL
First Names: = ZITA
Status: = Active

30/05/2012 Accounting Officer Change on 30/05/2012.
Change Record
Name: = C.E. PRETORIUS
Status: = Resign

30/05/2012 Member Change on 30/05/2012.
Change Record
Surname: = YSSEL
First Names: = ZITA
Status: = Active

06/06/2013 Conversion from CC/CO to CO/CC on 06/06/2013.

06/07/2009 Registered Address Change on 06/07/2009.
323 LYNNWOOD ROAD
MENLO PARK

06/07/2009 0081
Member Change on 06/07/2009.
Change Record
Surname: = GOUWS
First Names: = CHRISTIAN
Status: = Resigned

06/07/2009 Member Change on 06/07/2009.
Add Record
Institution: = LOZI TRUST
Status: = Active

14/01/2011 Accounting Officer Change on 14/01/2011.
Change Record
Name: = C.E. PRETORIUS
Status: = Current

14/01/2011 Member Change on 14/01/2011.
Change Record
Institution: = LOZI TRUST
Status: = Active

30/05/2012 Accounting Officer Change on 30/05/2012.
Add Record
Name: = JEANETTE ADRIANA COETZEE
Status: = Current

30/05/2012 Member Change on 30/05/2012.
Change Record
Institution: = LOZI TRUST
Status: = Active

**CERTIFIED A TRUE COPY
COMMISSIONER OF OATHS**
SAIT Member 28919159 Z Naudé
Ex Officio - MTP (SA)
Commissioner of Oaths (RSA)
8 Euston Place, Midstream Estates

17/10/2022



APPENDIX 5.3.3 of FORM G

(Attach certified copies of the transferee's certificate of incorporation and memorandum and articles of association or other constitutive and/or other governing documents of the transferee) marked clearly as Appendix 5.3.3 of FORM G, indicating the transferee's compliance with the requirements of section 5(8) (b) of the Act.)



**Certificate issued by the Companies and Intellectual Property
Commission on Tuesday, August 16, 2022 05:00
Certificate of Confirmation**



Companies and Intellectual
Property Commission
a member of the sbs group

Registration number **2022 / 397822 / 07**

Enterprise Name **KYRASCENE (PTY) LTD**

Enterprise Shortened Name **None provided.**

Enterprise Translated Name **None provided.**

Registration Date **29/03/2022**

Business Start Date **29/03/2022**

Enterprise Type **Private Company**

Enterprise Status **In Business**

Financial year end **February**

Main Business/Main Object **BUSINESS ACTIVITIES NOT RESTRICTED.**

Postal address **93 PRETORIUS STREET
PRESIDENT PARK
MIDRAND
GAUTENG
1685**

Address of registered office **93 PRETORIUS STREET
PRESIDENT PARK
MIDRAND
GAUTENG
1685**

I certify that this document is a true copy of the original
which was examined by me and that, from my
observations, that the original has not been altered
in any manner.

Helen Madzibane
Commissioner of Oaths
Postlink Celtis Ridge
Reference Number: 10/11/2018
South Park Street, Centredal

POSTLINK

05 NOV 2022

Celtis Ridge

Date



The Companies and Intellectual Property Commission
of South Africa
P.O. BOX 429, PRETORIA, 0001, Republic of South Africa. Docex 256, PRETORIA.
Call Centre Tel 086 100 2472, Website www.cipc.co.za



**Certificate issued by the Companies and Intellectual Property
Commission on Tuesday, August 16, 2022 05:00
Certificate of Confirmation**



Companies and Intellectual
Property Commission
a member of the SAGroup

Registration number **2022/397822/07**
Enterprise Name **KYRASCENE (PTY) LTD**

Name
Postal Address

Active Directors / Officers

Surname and first names	ID number or date of birth	Director type	Appoint- ment date	Addresses
MOYO, PETER	8412056252082	Director	01/08/2022	Postal: 725 GRANITE CRESCENT, 25 ANCHOR STONE, CENTURION, GAUTENG, 0157 Residential: 725 GRANITE CRESCENT, 25 ANCHOR STONE, CENTURION, GAUTENG, 0157

I certify that this document is a true copy of the original
which was examined by me and that, from my
observations, that the original has not been altered
in any manner.

Helen Madzibane
Commissioner of Oaths
Postlink Celtis Ridge
Reference Number: 10/11/2016
Seedracker Street, Centurion
Date
POST LINK
05 NOV 2022
Celtis Ridge



The Companies and Intellectual Property Commission
of South Africa
P.O. BOX 429, PRETORIA, 0001, Republic of South Africa, Docex 256, PRETORIA.
Call Centre Tel 086 100 2472, Website www.cipc.co.za



COR39



Companies and Intellectual
Property Commission

Member of the SAG Group

Date: 08/08/2022

Our Reference: 9370693500

MELISSA RHEEDER
E-mail: CAPE@PTY-ONLINE.CO.ZA
Basket: CGSWPE

RE: Amendment to Company Information
Company Number: 2022/397822/07
Company Name: KYRASCENE (PTY) LTD

We have received a COR39 (Notice of change of company directors) from you dated 08/08/2022.

The COR39 was accepted and placed on file.

The following change was effected to Director/Secretary/Officer:
Director PETER MOYO was added

The following change was effected to Director/Secretary/Officer:
Director MELISSA RHEEDER - Change was made.
- Director / member status changed from Active to Resigned.

Yours truly

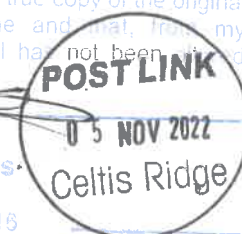
Commissioner: CIPC

Please Note:

The attached certificate can be validated on the CIPC web site at www.cipc.co.za.
The contents of the attached certificate was electronically transmitted to the South African Revenue Services.

I certify that this document is a true copy of the original which was examined by me and that, from my observations, that the original has not been altered in any manner.

Helen Madibane
Commissioner of Oaths
Postlink Celtis Ridge
Reference Number: 10/11/2016
Sedra... Street, Gelliedagj



Date



The Companies and Intellectual Property Commission
of South Africa

P.O. BOX 429, PRETORIA, 0001, Republic of South Africa. Docex 256, PRETORIA.

Call Centre Tel 086 100 2472, Website www.cipc.co.za



REPUBLIC OF SOUTH AFRICA

Securities Transfer Forms Share Certificate/s Minutes

KYRASCENE (PTY) LTD

Reg. No. 2022/397822/07

Registered in terms of the Companies Act 71 of 2008

and

Companies Amendment Bill 40 of 2010

on

29/03/2022

I certify that this document is a true copy of the original
which has been presented by me and that, from my
observations, that the original has not been altered
in any manner.

Helen Madzibane
Commissioner of Oaths
Postlink Celtis Ridge
Reference Number: 10/11/2016
Sagorackar Street, Gaithele

POSTLINK
05 NOV 2022
Celtis Ridge



South African Revenue Service

Please note that it is compulsory for registered companies to submit their income tax returns. If a company is dormant, it is still required to submit any outstanding returns to prevent a penalty being imposed. SARS will be imposing CIT Administrative penalties.

The penalties range from R250 to R16 000 per month. Companies that have outstanding CIT returns are requested to submit their returns on time to prevent penalties being imposed.

CERTIFICATE NUMBER

4

Share Certificate

NUMBER OF SHARES

120

KYRASCENE (PTY) LTD

Registered Office:
B1 MAYFAIR SQUARE, CENTURY WAY
CENTURY CITY
WESTERN CAPE
7441
SOUTH AFRICA

2022/397822/07

This is to certify

that ITAGA TRADING cc / 2010135321/23

of 93 PRETORIUS STREET, PRESIDENT PARK, MIDRAND

is the registered proprietor of

SIXTY - ONE ORDINARY

DISTINCTIVE NUMBERS		NUMBER OF SHARES
FROM	TO	
INCLUSIVE		
1	61	
		61

Fully Paid No Par Value Shares in the above-named Company issued in terms of the Companies Act 71 of 2008 and Regulations, the Memorandum of Incorporation and any Rules (if applicable) of the Company.

Allotment : SUB
Total issue price : R0.00
Effective date : 01/09/2022

Given at JOHANNESBURG

day of November 2022

this 04

Director / Authorised Person

Secretary

Director / Authorised Person

I certify that this document is a true copy of the original which was examined by me and that, from my observations, that the original has not been altered in any manner.

Helen Madzibane
Commissioner of Oaths
Postlink Celtis Ridge
Reference Number: 10/11/2016
Seedtrackers Street, Celtisdal

POST LINK

07 NOV 2022
Celtis Ridge

Date

**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Friday, October 21, 2022 at 9:38**



Companies and Intellectual
Property Commission
a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2010 / 135321 / 23
Enterprise Name: ITAGA TRADING

ENTERPRISE INFORMATION

Registration Number: 2010 / 135321 / 23
Enterprise Name: ITAGA TRADING
Registration Date: 04/10/2010
Business Start Date: 04/10/2010
Enterprise Type: Close Corporation
Enterprise Status: In Business
Compliance Notice Status: NONE
Financial Year End: February
TAX Number: 9680634152



Addresses

POSTAL ADDRESS

93 PRETORIUS STREET PRESIDENT PARK
MIDRAND
JOHANNESBURG
GAUTENG
1686

ADDRESS OF REGISTERED OFFICE

93 PRETORIUS STREET PRESIDENT PARK
MIDRAND
JOHANNESBURG
GAUTENG
1686

ACTIVE MEMBERS / DIRECTORS

Surname and First Names	Type	ID Number / Date of Birth	Contrib. (R)	Interest (%)	Appoint. Date	Address
MGAGANI, RAMADHANI BUNDALLAH	Member	7611108104083	15.00	15.00	04/10/2010	Postal: P O BOX 13108, THE TRAMSHED, PRETORIA, GAUTENG, 0126 Residential: 9 CLAYTON STREET, THE REEDS, CENTURION, GAUTENG, 0126
MAGORO, ORIENTA DIMAKATSO	Member	9103010379082	85.00	85.00	07/12/2016	Postal: 25 ANCHOR STONE, STONE RIDGE, CENTURION, GAUTENG, 0157 Residential: 25 ANCHOR STONE, STONE RIDGE, CENTURION, GAUTENG, 0157

AUDITOR DETAILS

Auditor Name	Type	Status	Appointment Date	Resignation Date	Email Address
M C DIALE	ACC	Current	2010-10-04	ACTIVE	

Profession Number: 653085

CHANGE SUMMARY

04/10/2010 Accounting Officer Change on 04/10/2010.



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Friday, October 21, 2022 at 9:38**



**Companies and Intellectual
Property Commission**
a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2010 / 135321 / 23
Enterprise Name: ITAGA TRADING

Add Record
Name: = M C DIALE
Status: = Current
12/01/2011 Principle Business Change on 10/01/2011.

03/12/2013 Status changed to Annual Return In De-registration on 03/12/2013.
Annual Return Non Compliance - In Process of Deregistration No Payment have been made.

22/05/2014 Annual Return completed on 22/05/2014.
Company / Close Corporation AR Filing - Web Services : Ref No. : 52904510

20/01/2017 Member Change on 20/01/2017.
Member RAMADHANI BUNDALLAH MGAGANI details were changed

16/10/2018 Email Notification that Annual Return is due was sent on 16/10/2018.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2018

22/01/2019 Status changed to Annual Return In De-registration on 22/01/2019.
Annual Return Non Compliance - In Process of Deregistration Last Payment for AR Year/Month is 2016/10.

05/09/2019 Status changed to Cancellation of Annual Return De-registration Process on 05/09/2019.
Company / Close Corporation AR Filing - Web Services : Ref No. : 520323984

09/10/2021 Email Notification that Annual Return is due was sent on 09/10/2021.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2021

09/10/2021 Email Notification that Annual Return is due was sent on 09/10/2021.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2021

04/02/2022 Status changed to Cancellation of Annual Return De-registration Process on 04/02/2022.
Company / Close Corporation AR Filing - Web Services : Ref No. : 5359805281

04/10/2010 Member Change on 04/10/2010.
Add Record
Surname: = MGAGANI
First Names: = RAMADHANI BUNDALLAH
Status: = Active
12/01/2011 Name Change on 10/01/2011.
WHITE HALL TRADING AND PROJECTS 29

22/05/2014 Status changed to Cancellation of Annual Return De-registration Process on 22/05/2014.
Company / Close Corporation AR Filing - Web Services : Ref No. : 52904510

06/10/2016 Status changed to Cancellation of Annual Return De-registration Process on 06/10/2016.
Company / Close Corporation AR Filing - Web Services : Ref No. : 553237735

07/12/2016 Member Change on 07/12/2016.
Member ORIENTA DIMAKATSO MAGORO was added

20/01/2017 Member Change on 20/01/2017.
Member ORIENTA DIMAKATSO MAGORO details were changed

04/10/2017 Email Notification that Annual Return is due was sent on 04/10/2017.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2017

16/10/2018 Email Notification that Annual Return is due was sent on 16/10/2018.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2018

09/10/2019 Email Notification that Annual Return is due was sent on 09/10/2019.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2019

02/10/2020 Email Notification that Annual Return is due was sent on 02/10/2020.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2020

15/10/2020 Registered Address Change on 15/10/2020.
93 PRETORIUS STREET PRESIDENT PARK MIDRAND JOHANNESBURG GAUTENG1686



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Friday, October 21, 2022 at 9:38**



**Companies and Intellectual
Property Commission**

a member of the dti group

Disclosure Certificate: Companies and Close Corporations

Registration Number: 2010 / 135321 / 23

Enterprise Name: ITAGA TRADING

28/12/2021 Status changed to Annual Return In De-registration on 28/12/2021.
Annual Return Non Compliance - In Process of Deregistration Last Payment for AR Year/Month is 2018/10.

10/10/2022 Email Notification that Annual Return is due was sent on 10/10/2022.
E-Mail sent to ORIENTA DIMAKATSO MAGORO for 2022

04/10/2010 Registration of CC/CO on 04/10/2010.

22/05/2014 Status changed to Cancellation of Annual Return De-registration Process on 22/05/2014.
Company / Close Corporation AR Filing - Web Services : Ref No. : 52904510

18/08/2016 Status changed to Annual Return In De-registration on 18/08/2016.
Annual Return Non Compliance - In Process of Deregistration Last Payment for AR Year/Month is 2013/10.

04/10/2016 Status changed to Unknown.
No Valid SMS or Email Address for enterprise B2010135321

07/12/2016 Member Change on 07/12/2016.
Member RAMADHANI BUNDALLAH MGAGANI details were changed

04/10/2017 Email Notification that Annual Return is due was sent on 04/10/2017.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2017

09/10/2019 Email Notification that Annual Return is due was sent on 09/10/2019.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2019

02/10/2020 Email Notification that Annual Return is due was sent on 02/10/2020.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2020

10/10/2022 Email Notification that Annual Return is due was sent on 10/10/2022.
E-Mail sent to RAMADHANI BUNDALLAH MGAGANI for 2022



CERTIFICATE NUMBER

3

NUMBER OF SHARES

120

Share Certificate

KYRASCENE (PTY) LTD

2022/397822/07

Registered Office:
B1 MAYFAIR SQUARE, CENTURY WAY
CENTURY CITY
WESTERN CAPE
7441
SOUTH AFRICA

This is to certify

that REDBRICK GP (PTY) LTD 2022 / 397870 / 07
of UNIT B1 MAYFAIR SQUARE CENTURY CITY 7441
is the registered proprietor of FIFTY - NINE ORDINARY

DISTINCTIVE NUMBERS		NUMBER OF SHARES
FROM	TO	
INCLUSIVE		
1	59	59

Fully Paid No Par Value Shares in the above-named Company issued in terms of the Companies Act 71 of 2008 and Regulations, the Memorandum of Incorporation and any Rules (if applicable) of the Company.

CAPE TOWN

this

September 2022

Allotment: SUB
Total Issue price: R0.00
Effective date: 01/09/2022

Helen Madzibane
Commissioner of Oaths

Postlink Celis Ridge
Postlink Number: 10/11/2016

Reference Number: 10/11/2016
Secretary

Director / Authorised Person
Director / Authorised Person

Document issued by the Commissioner of Companies & Intellectual
Property Commission on Tuesday, October 11, 2022 at 12:04



Companies and Intellectual
Property Commission

a member of the dti group

Address Change for Companies and Close Corporations

Registration Number: 2022 / 397870 / 07

Enterprise Name: REDBRICK GP

Tracking Number: 9374664611

ENTERPRISE AND LODGEMENT INFORMATION

Registration Number 2022 / 397870 / 07

Enterprise Name REDBRICK GP

Customer Code ABLSYS

Tracking Number 9374664611

Lodgement Date 2022-10-11

Effective Date 2022-10-19

Addresses

CURRENT POSTAL ADDRESS

9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005

CURRENT ADDRESS OF REGISTERED OFFICE

9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005

NEW POSTAL ADDRESS

B1 MAYFAIR SQUARE
CENTURY WAY
CENTURY CITY
WESTERN CAPE
7441

NEW ADDRESS OF REGISTERED OFFICE

B1 MAYFAIR SQUARE
CENTURY WAY
CENTURY CITY
WESTERN CAPE
7441

Email Address: NAILAH@VDSINC.CO.ZA

Website Address:

DIRECTORS

Surname and First Names	Type	Status	ID Number / Date of Birth	Appoint. Date	Address
LAGARDIEN, MOGAMAT RUSHDIE	Director	Active	7304165053082	2022-07-20	Postal: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460 Residential: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460

I CERTIFY THIS TO BE TRUE AND CORRECT
COPY OF THE ORIGINAL
PRACTISING ATTORNEY, R.S.A.
COMMISSIONER OF OATHS
NORTH BANK LN, CENTURY CITY
SUITE F06, ROSTRAL THE FORUM 3
CHYFF NAILAH VAN D

Page 1 of 1

Physical Address
the dti Campus - Block F
77 Meintjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.cipc.co.za
Contact Centre: 086 100 2472 (CIPC)
Contact Centre (International): +27 12 394 9573



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Tuesday, September 13, 2022 at 16:13**



Amended Registration Certificate: Companies

Companies and Intellectual
Property Commission

COR 14.3

Registration Number: 2022 / 397870 / 07

Enterprise Name: REDBRICK GP

member of the dti group

Effective date: 13/09/2022

Print date: 13/09/2022

Customer code: ABLSYS

Tracking number: 9373213005

RE : REDBRICK GP (PTY) LTD

The above company has filed an amendment of its Memorandum of Incorporation in terms of section 16 of the Companies Act, 2008, changing the company name from **KYRASCAN** to **REDBRICK GP**.

In accordance with the Notice of Amendment of the Memorandum of Incorporation, the change of the company name takes effect on 13/09/2022.

In conjunction with this certificate, the Commission has not issued another notice contemplated in section 12 (3).

Commissioner: CIPC

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL
NAILAH VAN DER SCHYFF
SUITE F06, ROOSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.

Page 1 of 2

Physical Address
the dti Campus - Block F
77 Meintjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.cipc.co.za
Contact Centre: 086 100 2472 (CIPC)
Contact Centre (International): +27 12 394 9573



**Certificate issued by the Commissioner of Companies & Intellectual
Property Commission on Tuesday, September 13, 2022 at 16:13**



Amended Registration Certificate: Companies

Companies and Intellectual
Property Commission

COR 14.3

Registration Number: 2022 / 397870 / 07
Enterprise Name: REDBRICK GP

member of the dti group

ENTERPRISE INFORMATION

Registration Number: 2022 / 397870 / 07
Enterprise Name: REDBRICK GP (PTY) LTD
Registration Date: 29/03/2022
Business Start Date: 29/03/2022
Enterprise Type: Private Company
Enterprise Status: In Business
Financial Year End: February
TAX Number: 9795391185
Addresses: POSTAL ADDRESS

9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005

ADDRESS OF REGISTERED OFFICE

9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005

ACTIVE MEMBERS / DIRECTORS

Surname and First Names	Type	ID Number / Date of Birth	Contrib. (R)	Interest (%)	Appoint. Date	Address
SIAME, CHITONGWA FELIX	Director	8410176073180	0.00	0.00	06/06/2022	Postal: 9 ALICE COURT, 180 MAIN ROAD SEA POINT, CAPE TOWN, WESTERN CAPE, 8005 Residential: 9 ALICE COURT, 180 MAIN ROAD SEA POINT, CAPE TOWN, WESTERN CAPE, 8005

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL

NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.

Page 2 of 2

Physical Address
the dti Campus - Block F
77 Meintjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.cipc.co.za
Contact Centre: 086 100 2472 (CIPC)
Contact Centre (International): +27 12 394 9573





COR 9.4: Confirmation Notice of Name Reservation

Companies and Intellectual
Property Commission

a member of the dti group

Date: **2022-07-22**

Our Reference: **9369529564**

Agent Code: ABLSYS
Agent Name: NAILAH VAN DER SCHYFF
Email Address: NAILAH@VDSINC.CO.ZA

Re: Application for Name Reservation

We have received a COR 9.1 from you dated 2022-07-19 12:00:00AM.

The names proposed on the form were compared to our database and the results of the comparison are listed below:

1 REDBRICK GP

Clear

The name 'REDBRICK GP' was reserved for your use from 2022-07-19 12:00:00AM to 2023-01-18 12:00:00AM.

Please lodge this letter with your application for registration form before the expiry date.

Yours truly

CIPC Commissioner

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL

NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.



COR39



Companies and Intellectual
Property Commission
+ 27 12 312 3123

Date: 06/10/2022

Our Reference: 9374421516

NAILAH VAN DER SCHYFF
E-mail: NAILAH@VDSINC.CO.ZA
F06 ROSTRA THE FORUM
3 NORTH BANK LANE CENTURY CITY
CAPE TOWN
7441

RE: Amendment to Company Information

Company Number: 2022/397870/07

Company Name: REDBRICK GP (PTY) LTD

We have received a COR39 (Notice of change of company directors) from you dated 06/10/2022.

The COR39 was accepted and placed on file.

The following change was effected to Director/Secretary/Officer:
Director MOGAMAT RUSHDIE LAGARDIEN was added

The following change was effected to Director/Secretary/Officer:
Director CHITONGWA FELIX SIAME - Change was made.
- Director / member status changed from Active to Resigned.

Yours truly

Commissioner: CIPC

Please Note:

The attached certificate can be validated on the CIPC web site at www.cipc.co.za.

The contents of the attached certificate was electronically transmitted to the South African Revenue Services.

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL

.....
NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.



The Companies and Intellectual Property Commission
of South Africa

P.O. BOX 429, PRETORIA, 0001, Republic of South Africa. Docet: 256, PRETORIA.

Call Centre Tel 086 100 2472, Website www.cipc.co.za



COR39

**Certificate issued by the Companies and Intellectual Property
Commission on Friday, October 07, 2022 07:48
Certificate of Confirmation**



Companies and Intellectual
Property Commission
a division of the dtic

Registration number **2022 / 397870 / 07**

Enterprise Name **REDBRICK GP (PTY) LTD**

Enterprise Shortened Name **None provided.**

Enterprise Translated Name **None provided.**

Registration Date **29/03/2022**

Business Start Date **29/03/2022**

Enterprise Type **Private Company**

Enterprise Status **In Business**

Financial year end **February**

Main Business/Main Object **BUSINESS ACTIVITIES NOT RESTRICTED.**

Postal address **9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005**

Address of registered office **9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005**

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL

**NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.**



The Companies and Intellectual Property Commission
of South Africa

P.O. BOX 429, PRETORIA, 0001, Republic of South Africa. Docex 256, PRETORIA.

Call Centre Tel 086 100 2472, Website www.cipc.co.za



COR39

**Certificate issued by the Companies and Intellectual Property
Commission on Friday, October 07, 2022 07:48
Certificate of Confirmation**



Companies and Intellectual
Property Commission
a division of the DTIC

Registration number **2022/397870/07**
Enterprise Name **REDBRICK GP (PTY) LTD**

Name
Postal Address

Active Directors / Officers

Surname and first names	ID number or date of birth	Director type	Appoint- ment date	Addresses
LAGARDIEN, MOGAMAT RUSHDIE	7304185053082	Director	20/07/2022	Postal: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460 Residential: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL

NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.



The Companies and Intellectual Property Commission
of South Africa

P.O. BOX 429, PRETORIA, 0001, Republic of South Africa. Docex 256, PRETORIA.

Call Centre Tel 086 100 2472, Website www.cipc.co.za





COR 39: Director Amendments

Registration Number: 2022 / 397870 / 07
Enterprise Name: REDBRICK GP

9374421516

Companies and Intellectual
Property Commission
a member of the dti group





ENTERPRISE INFORMATION

Registration Number: 2022 / 397870 / 07
Enterprise Name: REDBRICK GP
Tracking Number: 9374421516
Registration Date: 29/03/2022
Enterprise Type: Private Company
Enterprise Status: In Business

Addresses: POSTAL ADDRESS
9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005


ADDRESS OF REGISTERED OFFICE
9 ALICE COURT
180 MAIN ROAD SEA POINT
CAPE TOWN
WESTERN CAPE
8005

DIRECTORS

Surname and First Names	Type	Status	ID Number / Date of Birth	Appoint. Date	Address
LAGARDIEN, MOGAMAT RUSHDIE	Director	Active	7304165053082	2022-07-20	Postal: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460 Residential: 4 BUITENDAG STREET, MONTE VISTA, MONTE VISTA, WESTERN CAPE, 7460
					
Signature		Date			
SIAME, CHITONGWA FELIX	Director	Resigned	8410176073180	2022-06-06	Postal: 9 ALICE COURT, 180 MAIN ROAD SEA POINT, CAPE TOWN, WESTERN CAPE, 8005 Residential: 9 ALICE COURT, 180 MAIN ROAD SEA POINT, CAPE TOWN, WESTERN CAPE, 8005
					
Signature		Date			

NB: At least one of the signatories must sign the COR39 form.

I CERTIFY THIS TO BE A TRUE AND CORRECT
COPY OF THE ORIGINAL


.....
NAILAH VAN DER SCHYFF
SUITE F06, ROSTRA THE FORUM
3 NORTH BANK LN, CENTURY CITY
COMMISSIONER OF OATHS
PRACTISING ATTORNEY, R.S.A.

Page 1 of 1

Physical Address
the dti Campus - Block F
77 Meintjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.cipc.co.za
Contact Centre: 086 100 2472 (CIPC)
Contact Centre (International): +27 12 394 9500



APPENDIX 5.4.1 of FORM G

[Provide a written undertaking that the transferee will comply with section 5(8) (b) of the Act marked clearly as Appendix 5.4.1 of FORM G]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 5.4.1 of FORM G

To whom it may concern

This letter serves to confirm that KYRASCENE (PTY) LTD will comply with section 5(8) (b) of the Act in the approval of this Licence application. KYRASCENE (PTY) LTD is registered under the laws of South Africa and has its principal place of business within the country.

We trust you find the above in order.

Regards,

A handwritten signature in dark ink, appearing to be 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 6.1 of FORM G

[Provide details of all ownership interests in the applicant and the identity and address of each holder of an ownership interest in the applicant.]

EPILITE 102 cc

Reg. No: 2009/039151/23

52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Appendix 6.1 of Form G

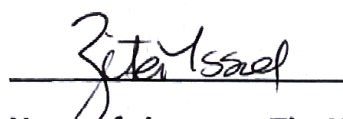
Date: 14/09/2022

Ownership Interest

Shareholders	Total shareholding %	% HDI	% of woman-owned	% Disabled	Effective BEE ownership
LOZI Trust	100%	0%	50%	0%	0%

Trustees of LOZI Trust

Title	Shareholder (full name)	ID number	HDI (Yes/No)	Nationality	Total shareholding %
Mr	Louis Barend Yssel	650305 5014 085	No	South African	50%
Mrs	Zita Yssel	640702 0001 088	No	South African	50%



Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022

APPENDIX 6.2 of FORM G

[Indicate whether the applicant is listed on any stock exchange and provide details of any such listings.]

EPILITE 102 cc

Reg. No: 2009/039151/23
52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Appendix 6.2 of FORM G

To whom it may concern

This letter confirms that the Applicant, Epilite 102 cc, is not listed in any stock exchange.

We trust you find the above in order.

Regards,

A handwritten signature in black ink, appearing to read 'Zita Yssel', is written over a horizontal line.

Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022

APPENDIX 6.3 of FORM G

[In respect of each holder of any ownership interest in any person holding ownership in the applicant, provide details required in 6.1 in respect of each such holder.]

EPILITE 102 cc

Reg. No: 2009/039151/23

52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

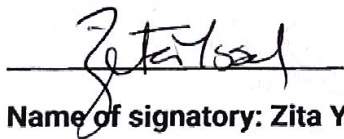
Appendix 6.3 of Form G

Ownership Interest in Epilite 102 cc

Shareholders	Total shareholding %	% HDI	% of woman-owned	% Disabled	Effective BEE ownership
LOZI Trust	100%	0%	50%	0%	100%

Trustees of LOZI Trust

Title	Shareholder (full name)	ID number	HDI (Yes/No)	Nationality	Total shareholding %
Mr	Louis Barend Yssel	650305 5014 085	No	South African	50%
Mrs	Zita Yssel	640702 0001 088	No	South African	50%



Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022

APPENDIX 6.8 of FORM G

(Provide details (including name, nationality, identification or passport number, position and address) of each member of the applicant)



EPILITE 102 cc

Reg. No: 2009/039151/23

52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Appendix 6.8 of FORM G

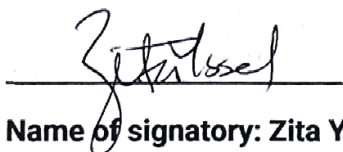
Date: 14/09/2022

Board of Directors

Title	Name	Surname	Nationality	ID Number	Position	Address
Mr.	LOUIS BAREND	YSSEL	South African	6503055014085	Director	16 Victoria Place Midstream
Mrs.	ZITA	YSSEL	South African	6407020001088	Director	16 Victoria Place Midstream

Senior Management

Title	Name	Surname	Nationality	ID Number	Position	Address
Mr	LOUIS BAREND	YSSEL	South African	6503055014085	Chief Technology Offices	16 Victoria Place Midstream
Mrs.	ZITA	YSSEL	South African	6407020001088	Operations Manager	16 Victoria Place Midstream



Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022



93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.1 of FORM G

KYRASCENE (PTY) LTD

Reg. No: 2022/397822/07

Date: 14/09/2022

Ownership of Kyrascene (Pty) Ltd

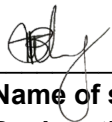
Shareholders	Total shareholding %	% HDI	% of Foreign Ownership	% of woman-ownership	% Disabled	Effective BEE ownership
REDBRICK GP PTY LTD	49%	100%	0%	0%	0%	135%
ITAGA Holdings cc	51%	100%	0%	85%	0%	135%

Ownership of Redbrick GP

Title	Shareholder (full name)	ID number	Gender (M/F)	HDI (Yes/No)	Nationality	Address	Total shareholding %
Mr.	Mogamat R Lagardie	7304165053082	M	Yes	South African	7460 Buitendag str, Montevista Cape town	100%

Ownership of ITAGA Holdings cc

Title	Shareholder (full name)	ID number	Gender (M/ F)	HDI (Yes/ No)	Nationality	Address	Total shareholding %
Mr	Bundallah R Mgagani	7611106104083	M	Yes	South African	9 Clayton str, the reeds, centurion	15%
Miss	Oriente D Magoro	9103010379082	F	Yes	South African	725 Granite crescent, 25 Anchor Stone, Stone Ridge, Monavoni, Centurion	85%


Name of signatory: Peter Moyo
Designation of signatory: Director
Date: 14/09/2022

APPENDIX 7.1 of FORM G

[Provide a written undertaking indicating the correctness of the information stated in 7.1 signed off by Accounting Officer clearly marked Appendix 7.1 of FORM G]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.1 of FORM G

Written undertaking indicating the correctness of the information stated in 7.1 signed off by Accounting Officer

To whom it may concern

This serves to confirm that the information provided in Appendix 7.1 of Form G on behalf of Kyrascene (Proprietary) Limited ("the Transferee") is a true reflection of the records of the company.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'Peter Moyo', written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.3 of FORM G

(Provide a written undertaking indicating the
stated in 7.3 signed off by Accounting Officer
clearly marked)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.3 of FORM G

Written undertaking regarding stock exchange listing as stated in section 7.3 signed off by
Accounting Officer.

To whom it may concern

This letter confirms that Kyrascene Pty LTD ("the Transferee") is not listed on any stock exchanges.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.5 of FORM G

(Provide a written undertaking indicating the
stated in 7.5 signed off by Accounting
Officer clearly marked)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.5 of FORM G

Written undertaking indicating the correctness of the information stated in 7.5 signed off by Accounting Officer

To whom it may concern

This serves to confirm that the information provided by Kyrascene (Proprietary) Limited ("the Transferee"} regarding ownership interest in the Transferee is a true reflection of records of the company as stated in Appendix 7.1 of FORM G of our application.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'Peter Moyo', written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.7 of FORM G

(Provide a written undertaking indicating the
stated in 7.5 signed off by accounting
officer)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.7 of FORM G


Written undertaking indicating the correctness of the information stated in 7.7 signed off by Accounting Officer

To whom it may concern

This serves to confirm that the information provided by Kyrascene (Proprietary) Limited ("the Transferee") regarding ownership interest held by historically disadvantaged groups in the Transferee is a true reflection of records of the company as stated in 7.7 and Appendix 7.1 of FORM G of our application.

We trust that you find the above in order.

Regards,



Name of Signatory: Peter Moyo
Designation: Director
Date: 14/09/2022

APPENDIX 7.9 of FORM G

(Indicate whether the holder of any ownership interest in the transferee is a foreign citizen or an entity registered or incorporated in any country other than South Africa)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.9 of FORM G

Written undertaking indicating the correctness of the information stated in 7.9 signed off by Accounting Officer

To whom it may concern

This serves to confirm that the information provided by Kyrascene (Proprietary) Limited ("the Transferee"} regarding ownership interest held by foreign citizens in the Transferee is a true reflection of records of the company as stated in 7.9 and Appendix 7.1 of FORM G of this application.

We trust that you find the above in order.

Regards,

A handwritten signature in dark ink, appearing to be "Peter Moyo", is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.11 of FORM G

(Provide a written undertaking indicating the
stated in 7.11 signed off by Accounting
Officer clearly marked)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.11 of FORM G

Written undertaking indicating the correctness of the information stated in 7.11
signed off by Accounting Officer.

To whom it may concern

This serves to confirm that no person(s) holding an ownership interest in the transferee holds any license issued in terms of the Act or holds an ownership interest in any other licensee licensed to provide a service similar to that to which this application relates as indicated in 7.11 of FORM G.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'Peter Moyo', written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.13 of FORM G

(Provide a written undertaking indicating the
stated in 7.13 signed off by Accounting
Officer clearly marked)





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.13 of FORM G

Written undertaking indicating the stated in 7.13 signed off by Accounting Officer
clearly marked Appendix 7.13 of FORM G.

To whom it may concern

This letter confirms that there are no interests held by the transferee in another licensee licensed
in terms of the Act as stated in 7.13.

We hope you find the above in order.

Regards,

A handwritten signature in black ink, appearing to read 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 7.15 of FORM G

[Provide details (including name, nationality, identification or passport number, position and address) of each member of the transferee:

- i. board of directors or similar body; and
- ii. senior management]





93 Pretorius Street, President Park, Midrand, 1685

Appendix 7.15 of FORM G

KYRASCENE (PTY) LTD,

Reg. No: 2022/397822/07

Date: 07/09/2022

Board of Directors of Kyrascene (Pty) Ltd

Title	Name	Surname	Nationality	ID/Passport Number	Position	Address
Mr.	Peter	Moyo	South African	8412056252082	Director	725 Stoneridge Boulevard, Monavoni x08 Centurion, 0157



93 Pretorius Street, President Park, Midrand, 1685

Senior Management of Kyrascene Pty (Ltd)

Title	Name	Surname	Nationality	ID/Passport Number	Position	Address
Mr.	Bundallah	Mgagani	South African	7611106104083	CEO	9 Clayton Str The Reeds, Centurion, PTA
Mr.	Peter	Moyo	South African	8412056252082	Finance & Marketing Director	725 Stoneridge Boulevard Monavoni x08 centurion
Mr.	Rahim	Mohamed	Tanzanian	TAE271795	Technical Manager	189 Country View Estate, 6 Sonneblom Country view Midrand, 1687
Miss	Jane	Khumalo	South African	7012160706089	Human Resource Manager	572039 Zone 3 Sebokeng Residensia 1984
Mr.	Rudzani	Khangala	South African	8808166142081	General Manager	32 First Avenue Alexandra Sandton

A handwritten signature in black ink, appearing to read 'Peter Moyo', is written over a horizontal line.

Name of signatory: Peter Moyo

Designation of signatory: Director

Date:14/09/2022

APPENDIX 8.5 of FORM G

[Provide a written undertaking indicating the
stated in 8.1, 8.2, 8.3 and 8.4 signed off by
Accounting Officer]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 8.5 of FORM G

Written undertaking indicating the correctness of the information stated in 8.1, 8.2, 8.3 and 8.4 signed off by the Accounting Officer

To whom it may concern

This serves to confirm that the information provided by Kyrascene (Proprietary) Limited ("the Transferee") in 8.1, 8.2, 8.3 and 8.4 of this application form is a true reflection of the records of our company.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to read 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 8.6 of FORM G

[Provide details of the transferee's 5-year business plan in respect of the application]

**Please refer to the attached Appendix 8.7
of FORM G**



APPENDIX 8.7 of FORM G

[Attach a comprehensive business plan
stated in 8.6 clearly marked Appendix 8.7
of Form G]



KYRASCENE
PTY LTD



KYRASCENE

TELECOMMUNICATIONS COMPANY

Kyrascene Pty Ltd offers a broad service in the civil works, Optical fibres installation, floating, Microwaves Installation, RF and splicing in telecommunications industry

Confidentiality Agreement

The undersigned reader acknowledges that the information provided by Kyrascene (Pty) Ltd in this business plan is confidential; therefore, reader agrees not to disclose it without the express written permission of Kyrascene (Pty) Ltd

It is acknowledged by the reader that information to be furnished in this business plan is in all respects confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by the reader may cause serious harm or damage to

_____.
Upon request, this document is to be immediately returned to 93 Pretorius Street, President Park, Midrand, 1685.

Peter Moyo

Director

14/09/2022

Date

This is a business plan. It does not imply an offering of securities.



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1.0 EXECUTIVE SUMMARY

Kyrascene Pty Ltd was established in March 2022. The company has a broad service offering in the civil works, Optical fibres installation, floating, Microwaves Installation, RF and splicing in telecommunications industry. Since inception, Kyrascene Pty Ltd has significantly established a niche market in developing sites acquisition and project management sector. The company will also provide provide entry level fibre optics installation and operate as an open-source network that has tailor made internet and telephone services.

Through partnerships with various players (ISP) in the telecommunications industry, Kyrascene Pty Ltd has acquired tremendous technical and project management expertise and has since successfully established a national footprint.

The Directors of Kyrascene Pty Ltd all have over ten years experience in the telecommunications industry. Most of the technical staff have artisan training.

The key competitive advantage for Kyrascene Pty Ltd is direct industry experience coupled with solid project management skills. This has enabled the company to offer a high-quality level of service delivery. Having a highly trained and motivated workforce will enable Kyrascene Pty Ltd to deliver their service on time and within customers satisfaction.

1.1 OBJECTIVES

Our objective is to provide a turnkey service in telecommunication industry, develops FTTH, FTTB, execution of the Projects, Installation of Optical fibres, implementation, Projects Management, and maintenance of Fibre Optic Solutions in the telecommunications sector in the country with Competent staffs with Telecommunications background.

- To develop and maintain mutually beneficial relationships with all our stakeholders.
- To continuously provide innovation and best industry practice to the telecommunications services sector as we are obsessed with innovation.
- To develop a highly successful business that is green-friendly and has corporate governance that complies with the country's BBBEE policies.
- Lead by values of good social and cooperate governance and leave a lasting positive impression in the communities in which we operate.

1.1 MISSION

Our mission is to contribute towards the economic development of the communities in which we conduct our business and in the process, help create employment by providing a service that meets the needs of our customers.

1.2 KEYS TO SUCCESS

- Marketing must generate sufficient sales volume to drive an aggressive pricing model while still achieving planned profitability projections.
- Strategic partners must be found to private label MyLine and promote it through their distribution channels.
- Equity capital must be secured at a reasonable valuation.

2.0 COMPANY SUMMARY

Kyrascene Pty Ltd provides installation of Microwaves and cabling technologies that enhance information and communication delivery around the world and also provides internet services using Fiber to the Home (FTTH), Fiber to the building (FTTB) and Microwaves radio links.

Kyrascene Pty Ltd offers a complete telecommunications service from installation of fibre optic and Microwaves, technical support to Microwaves and commissioning of cable networks. Due to a growth of technology across the World, Economic growth, Entertainment, Employment, distance Learning, Wi-Fi network Technology depend more on fibre networks, Broadband creation is a new lifestyle, choices and stimulating economics everywhere.

All sectors of government and the private sector are increasingly becoming aware that access to fast communication is vital to economic development. Responding to local and regional demands,

2.1 COMPANY OWNERSHIP

Kyrascene (Pty) Ltd is a Special Purpose Vehicle (**SPV**) Co-owned by **ITAGA TRADING cc** at **51%** share and **REDBRICKS GP (PTY) LTD** at **49%** share.

SHAREHOLDING SUMMARY



■ ITAGA TRADING cc ■ REDBRICKS GP (PTY) LTD ■

2.2 Start-up Summary

The start-up costs, shown below, comprise mostly of start-up working capital investment and assets to fund. Start-up costs are being financed by the parent companies, **ITAGA TRADING cc** and **RED BRICK GP (PTY) LTD**.

Start up-Summary

Start-up funding

Other working capital investment	R1 630 000,00
Start-up Assets to Fund	R980 000,00
Additional Cash Required	R150 000,00
Total Funding Required R	R2 760 000,00

ASSETS

Fixed Assets from Start-up	
Property, plant and equipment	R600 000,00
Current Assets	R380 000,00
Inventory	
Other working capital investment	R1 630 000,00
Cash and cash equivalent	R150 000,00
Total Assets	R2 760 000,00

Equity

Share Capital	R120,00
Planned Investment	R2 759 880,00
Total Equity	

Liabilities

Long-term Liabilities	R0,00
Current Liabilities	R0,00

Current Borrowings	R0,00
Accounts Payable (Outstanding Bills)	R0,00
Other Current Liabilities (interest-free)	R0,00
Total Liabilities	R0,00
	R0,00
Total Equity and Liabilities	R2 760 000,00

Other working capital Investment

Legal	R90 000,00
Licence transfer cost	R560 000,00
Wages & Salary	R430 000,00
Consultants	R125 000,00
Fuel	R60 000,00
Advertising	R90 000,00
Expensed equipment	R50 000,00
Other	R225 000,00
Total Start-up Expenses	R1 630 000,00
	R3 260 000,00

Start-up Assets

Other working capital	R1 630 000,00
Start-up Inventory (stock)	R380 000,00
Cash and cash equivalents	R150 000,00
Fixed/long-term Assets	R600 000,00
Total Assets	R2 760 000,00

3. Company Locations and Facilities

Kyrascene Pty Ltd offices are at 93 Pretorius Street, President Park, Midrand.

4.0 Products and Services

- ISP Provider
- Telecommunications-ICT
- Civil works-OSP & ISP build
- Information technology
- Project management

4.1 Product and Service Description

- Maintenance services (Optical Fibres, BTS & BSC)
- Optical Fibres Installation and telecom towers Construction
- Microwaves Construction and RF installations
- Cell site remote monitoring
- Floating and splicing
- Survey reports and Planning design
- Way leaves or right obtaining way (ROW)
- Sites Acquisitions (FTTH/X and FTTB)

4.2 Competitive analysis and consumer analysis report will be attached

5.0 Strategy and Implementation Summary

5.1 Marketing strategy

Our marketing strategy in new development of FTTH, FTTB, MDU and SDU

We are uncategorized company that utilizes the power of communication and happiness to all our clients. we are currently the installer of Fibre to The Home [FTTH &FTTB] and a development company that create positive opportunities to our clients.

We have a team of marketing that are ever ready to attend to any opportunities that will be interested in getting Fibre installed to their premises. We go extra mile to create a working relationship with our clients so that we leave positive energy wherever we propose to install.

Our marketing team focuses on identifying the value that we can add to our clients and deliver satisfactory service.

We have a driven marketing team that effectively goes out to different suburb and knock door-door, we do outbound call to whichever lead that we have, and Proposal are emailed to a clients.

We are also embarking on creating more visibility of our brand, branching into digital marketing space, creating fliers and brochures in the areas we are targeting as niche turn-key projects.

5.1.1 Promotion Strategy

- Kyrascene Pty Ltd will increase brand awareness, create interest, generating sales of packages, or create brand loyalty,
- Kyrascene will achieve this by creating team works strategies
- Our promotion strategy will be based and approach to motivate customers to take a specific, pre-determined action through sales discounts.

5.1.2 Pricing Strategy

- Kyrascene will use value-based, competition-based, cost-plus and dynamic pricing to compete in the marketing or our competitors, such as
- 1. By limiting the pricing**
 - 2. Penetration the pricing**
 - 3. Dynamic pricing**
 - 4. Targeting pricing**
 - 5. Psychological pricing**

5.1.3 Sales Strategy

• Kyrascene will use Script-based selling, needs-satisfaction selling, consultative selling and strategic partnership to ensure we compete with our competitors, such strategies as

1. To define our clients
2. To tell a story
3. To target a niche market
4. To sell our brand
5. To focus our internal growth

5.3.2 Sales Programs

To maximise sales, Kyrascene will utilize five primary sales platforms:

1. **Direct Sales (B2B):** The executive team will leverage their networks, platforms and extensive contacts in the industry to be invited by several key prospects to present or products and services and other company services.

2. **Radio advertising:** This will be the main entree to the consumer market, which the company will approach on a target market basis.

3. **Print Media:** This will include magazines and newspapers billboards and more for a greater reach.

4. **Business Expos:** Networking and expo will be key.

5. **Web advertising:** we will have a highly functional website with intergrations and run ads for clicks.

6. Management Summary

6.1 Organizational Structure

Kyrascene is organized into four main functional disciplines: Marketing and Sales, Operations and Product development, Finance and Administration and Communications. Each is managed by a senior executive who reports to the Chief Executive Officer.

6.2 Management Team

- **CEO** - Bundallah Mgagani
- **Finance and marketing Director**- Peter Moyo
- **Technical Manager** - Rahim Mohamed
- **Human Resource manager** - Jane Khumalo
- **General manager** - Rudzani Khangala

7.0 Financial Plan

Kyrascene (Pty) Ltd seeks to maximize profit and therefore works on an assumption and projection of the overall turnover the company may generate annually. Below is a five-year financial forecast of the company indicating the expected revenue, profit and loss post the license award by ICASA.

The financial plan follows on the next page.

Annual	2023	2024	2025	2026	2027
Revenue	R2 500 000,00	R5 856 000,00	R9 356 000,00	R15 336 000,00	R37 000 000,00
Total Sales	R 2 500 000,00	R 5 856 000,00	R 9 356 000,00	R 15 336 000,00	R 37 000 000,00
Less Discounts/Commissions					
Sales Discounts given	R 10 000,00	R 48 000,00	R 74 000,00	R -	R -
Sales Commissions paid	R 40 000,00	R 83 000,00	R 135 600,00	R 300 000,00	R 550 000,00
Total Discounts/ Commissions	R 50 000,00	R 131 000,00	R 209 600,00	R 300 000,00	R 550 000,00
Less Cost of goods sold					
Direct Material	R 400 000,00	R 903 000,00	R 1 500 000,00	R 2 800 000,00	R 12 500 000,00
Direct Labour	R 200 000,00	R 430 000,00	R 750 000,00	R 1 400 000,00	R 3 500 000,00
Manufacturing overheads	R 180 500,00	R 420 000,00	R 2 250 000,00	R 4 200 000,00	R 6 250 000,00
Less Closing Stock	R -	R -	R -	R -	R -
Total Cost of goods sold.	R 780 500,00	R 1 753 000,00	R 4 500 000,00	R 8 400 000,00	R 22 250 000,00
Gross Profit	R 1 669 500,00	R 3 972 000,00	R 4 646 400,00	R 6 636 000,00	R 14 200 000,00
Other Income	R550 000,00	R2 056 000,00	R5 356 000,00	R10 000 000,00	R9 240 000,00
Other expenses					
Legal	R90 000,00	R 160 000,00	R 190 000,00	R 250 000,00	R 330 000,00
Licence transfer cost	R560 000,00	R -		R -	R -
Wages & Salary	R430 000,00	R 1 500 000,00	R 2 500 000,00	R 4 000 000,00	R 5 000 000,00
Consultants	R125 000,00	R 150 000,00	R 200 000,00	R 230 000,00	R 270 000,00
Expensed equipment	R50 000,00	R 100 000,00	R 150 000,00	R 220 000,00	R 280 000,00
Other	R225 000,00	R 300 000,00	R 350 000,00	R 480 000,00	R 675 000,00
Advertising/Marketing/Expo	R 50 000,00	R 60 000,00	R 90 000,00	R 110 000,00	R 150 000,00
	R1 530 000,00	R 2 270 000,00	R 3 480 000,00	R 5 290 000,00	R 6 705 000,00

Operating Expenses					
Travel/Accommodation	R60 000,00	R130 000,00	R180 000,00	R210 000,00	R260 000,00
Depreciation on Equipment	R40 000,00	R93 000,00	R150 000,00	R280 000,00	R1 250 000,00
Advertising	R90 000,00	R150 000,00	R250 000,00	R300 000,00	R370 000,00
Fuel	R60 000,00	R90 000,00	R190 000,00	R200 000,00	R330 000,00
Total Operating Expenses	R250 000,00	R463 000,00	R770 000,00	R990 000,00	R2 210 000,00

Motor Vehicle Expenses					
Fuel	R60 000,00	R90 000,00	R190 000,00	R200 000,00	R330 000,00
Car Rentals	R40 000,00	R55 000,00	R70 000,00	R90 000,00	R140 000,00
Insurance	R12 000,00	R15 000,00	R17 000,00	R19 000,00	R21 000,00
Total Motor Vehicle Expenses	R112 000,00	R160 000,00	R277 000,00	R309 000,00	R491 000,00

Website Expenses					
Domain name registration	R3 000,00				
Hosting expenses	R2 000,00	R2 500,00	R3 000,00	R4 500,00	R5 000,00
Other	R1 600,00	R1 900,00	R2 200,00	R2 300,00	R3 000,00
Total Website Expenses	R6 600,00	R4 400,00	R5 200,00	R6 800,00	R8 000,00

Employment Expenses					
Permanent					
Salaries/Wages	R200 000,00	R850 000,00	R1 400 000,00	R2 380 000,00	R2 800 000,00
PAYE	R23 000,00	R82 000,00	R142 000,00	R250 000,00	R300 000,00
Other - Employee Benefits	R10 000,00	R30 000,00	R80 000,00	R130 000,00	R160 000,00
Recruitment costs	R5 000,00	R6 000,00	R8 000,00	R13 000,00	R20 000,00
Total Perm. Employment Expenses	R238 000,00	R968 000,00	R1 630 000,00	R2 773 000,00	R3 280 000,00

Casual					
Salaries/Wages	R160 000,00	R452 000,00	R700 000,00	R1 100 000,00	R1 410 000,00
PAYE	R14 000,00	R40 000,00	R75 000,00	R13 000,00	R150 000,00

Other - Employee Benefits	R5 000,00	R20 000,00	R65 000,00	R70 000,00	R105 000,00
Recruitment costs	R5 000,00	R7 000,00	R10 000,00	R15 000,00	R20 000,00
Total Casual Employment Expenses	R184 000,00	R519 000,00	R850 000,00	R1 198 000,00	R1 685 000,00
Workcover Insurance	R8 000,00	R13 000,00	R20 000,00	R29 000,00	R35 000,00
Total Employment Expenses	R430 000,00	R1 500 000,00	R2 500 000,00	R4 000 000,00	R5 000 000,00

Occupancy Costs					
Electricity/Gas	R4 000,00	R6 000,00	R9 000,00	R11 000,00	R14 000,00
Telephones	R4 000,00	R6 000,00	R10 000,00	R13 000,00	R16 000,00
Rent	R20 000,00	R25 000,00	R30 000,00	R36 000,00	R40 000,00
Repair & maintenance	R4 000,00	R6 000,00	R9 000,00	R12 500,00	R14 600,00
Waste removal	R1 000,00	R1 300,00	R1 600,00	R1 800,00	R2 100,00
Water	R1 000,00	R1 600,00	R2 000,00	R2 700,00	R3 200,00
Other Expenses	R4 000,00	R5 000,00	R7 000,00	R8 500,00	R10 000,00
Total Occupancy Costs	R38 000,00	R50 900,00	R68 600,00	R85 500,00	R99 900,00

Total income	R3 050 000,00	R7 912 000,00	R14 712 000,00	R25 336 000,00	R46 240 000,00
Total Other Expenses	R2 604 600,00	R5 416 300,00	R8 730 800,00	R13 454 300,00	R17 793 900,00
Total expenses	R3 435 100,00	R7 300 300,00	R13 440 400,00	R22 154 300,00	R40 593 900,00
Month Net Profit / (Loss)	-R385 100,00	R611 700,00	R1 271 600,00	R3 181 700,00	R5 646 100,00
Total Year-to-Date Net Profit / (Loss)	-R385 100,00	R226 600,00	R1 498 200,00	R4 679 900,00	R10 326 000,00

8.0 CONTACT DETAILS

8. PARTICULARS OF TRANSFEREE

8.1

KYRASCENE (PTY) LTD

Full name of transferee

8.2

PETER MOYO

Designated contact person

8.3

**93 PRETORIUS STREET, PRESIDENT
PARK, MIDRAND, 1685**

Transferee's street address

8.4

SAME AS ABOVE

Transferee's principal place of business (if different from street address)

8.5

**93 PRETORIUS STREET, PRESIDENT
PARK, MIDRAND, 1685**

Transferee's postal address

8.6

+27 84 278 9216

Telephone number/s

8.7

N/A

Telefax number/s

8.8

PETERMOYO2003@YAHOO.COM

E-mail address of the designated contact person

APPENDIX 8.8 of FORM G

[Provide separately and mark clearly as Appendix 8.8 of FORM G copies of the transferee's audited annual financial statements for the previous three years]

To whom it may concern

The transferee has been active for less than 12 months and therefore does not have financial statements.

An Auditor's letter has been provided instead.



204 Leonie Str.
Doringkloof
Centurion 0157

Cell: +27 83 333 4725
Email: info@kinlamo.co.za
www.kinlamo.co.za

To Whom It May Concern

Date: 19th September 2022

Dear Sir or Madam,

REF: ANNUAL FINANCIAL STATEMENTS FOR KYRASCENE (PTY) LIMITED

This letter serves to confirm that we are duly appointed accounting officers of Kyrascene (Pty) Limited Registration Number 2022/397822/07.

We hereby confirm that the annual turnover of the above-mentioned entity for the year ended 28 February 2022 is Nil due to the fact that the organisation had not traded as yet therefore no Annual Financial Statements are available for the company.

We further confirm that the company is focuses on ICT-Telecommunication programme initiatives.

Your kind consideration will be highly appreciated.

Kind regards,

Kb Kibet Chesaina CA (SA), CIA
Director
+27 83 333 4725

APPENDIX 8.9 of FORM G

[Provide detailed network architecture layout plan and roll-out plans should this application be granted indicating timeframes and roll-out targets clearly marked Appendix 8.9 of FORM G]



Detailed network architecture layout plan and roll-out plans

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1. SUMMARY

This document provides a typical underground/aerial mesh network design for fast broadband connectivity in any Province to be rolled out by Kyrascene Pty Ltd. This design depicts the connectivity ultimate for any Province network that will be built to provide broadband Internet access to end users using wired technology (FNO). The design utilizes existing Province's infrastructure for High sites provided by the provinces and consideration is given on utilizing the provinces owned Fibre Network and backbone Infrastructure. Where there is no existing infrastructure, Kyrascene Pty Ltd will roll out its own network infrastructure per their client's requirements.

2. NETWORK ARCHITECTURE

This section describes the network architecture designed to deliver broadband Internet access using mesh technology. The section starts with a brief introduction to mesh networks and an overview of the proposed network architecture. The last subsection includes a description of main network components using vendor-specific terminology.

3. OVERVIEW OF MESH NETWORKS

Mesh networks have emerged as an extension to infrastructure in public and private outdoor installations such as academic campuses, municipalities, and city downtown areas. Mesh networks include both single-radio and multi-radio solutions. Single-radio mesh solutions use a single radio device to provide wired/wireless access to the end user and connectivity on the backhaul mesh network. Albeit simpler in design, single-radio solutions suffer from diminished throughput that limits the scalability of the overall network. In contrast, multi-radio mesh designs allow the separation of user access and mesh backhaul operations of the wireless network, resulting in greater available capacity and better scaling. Dual-radio networks are typically sufficient to realize the benefits of separation of the user access and backhaul planes.

Forwarding data packets over the mesh topology may be accomplished at OSI layer 3 using IP packets. The data forwarding may also be accomplished at layer 2 using wired/wireless frames. In either case a path is chosen by a routing algorithm. The routing algorithm is a major variant between vendors of mesh solutions.

4. ARCHITECTURE OVERVIEW

Figure 1 depicts the network architecture of the proposed mesh wired/aerial/wireless network. The architecture consists of three tiers; each using a different connection technology. Client access technology is based on Network operations Centre (NOC) or termination point. The wired/aerial/wireless access can be established between client nodes and mesh access points.

In the mesh tier, client packets and network management traffic traverses backhaul wireless/wired links from client nodes towards the Internet. The mesh tier is a self-forming, self-healing, multi-hop network based on wired/wireless technology in the broadband. The self-forming capability allows mesh access points to discover their neighbors and establish efficient paths across the mesh to the Internet. The self-healing nature of the mesh layer provides a mesh access point with the ability to select a new path towards the intended destination whenever the topology changes due to link or node failure.

The wired backbone tier includes a **Network Operations Centre (NOC)** and one **Mesh Egress Point (MEP)**. The NOC provides the mesh tier with a gateway to the Internet over wired infrastructure based on Ethernet. The NOC is also responsible for the management functions of the mesh network. The MEP provides additional wired termination points for the mesh tier for enhanced throughput and reliability. Inter-connections between MEPs and the NOC consist of fibre links. Although not shown in the diagram, the NOC and MEP may connect to multiple mesh access points as the network expands in the future.

5. NETWORK COMPONENTS

The proposed network is based on OPS (links) Systems' or equivalent wired mesh networking solution. The main components of this network are identified as follows:

a. CISCO MESH ACCESS POINTS

The core component of the wired network is the Cisco (Series outdoor) mesh access points (CISCO). The Cisco is a **lightweight access point (LAP)**, which is a device that allows client Fibre nodes to connected to a network using a wired standard. The LAP relays client traffic (e.g., from laptops) to a directly connected wired network and operates as a relay node for other LAPs that are not connected directly to a fibre network. Unlike an autonomous wireless CISCO, a LAP is designed to be controlled by a Wireless LAN controller (WLC).

The CISCO mesh access point (MAP) is equipped with two simultaneously operating radios: a 2.4-GHz radio used for client access and a 5-GHz radio used for data backhaul to another MAP. A MAP that is directly connected to the wired infrastructure is referred to as Root Access Point (RAP). At least one RAP is needed in a mesh network to provide access to the Internet.

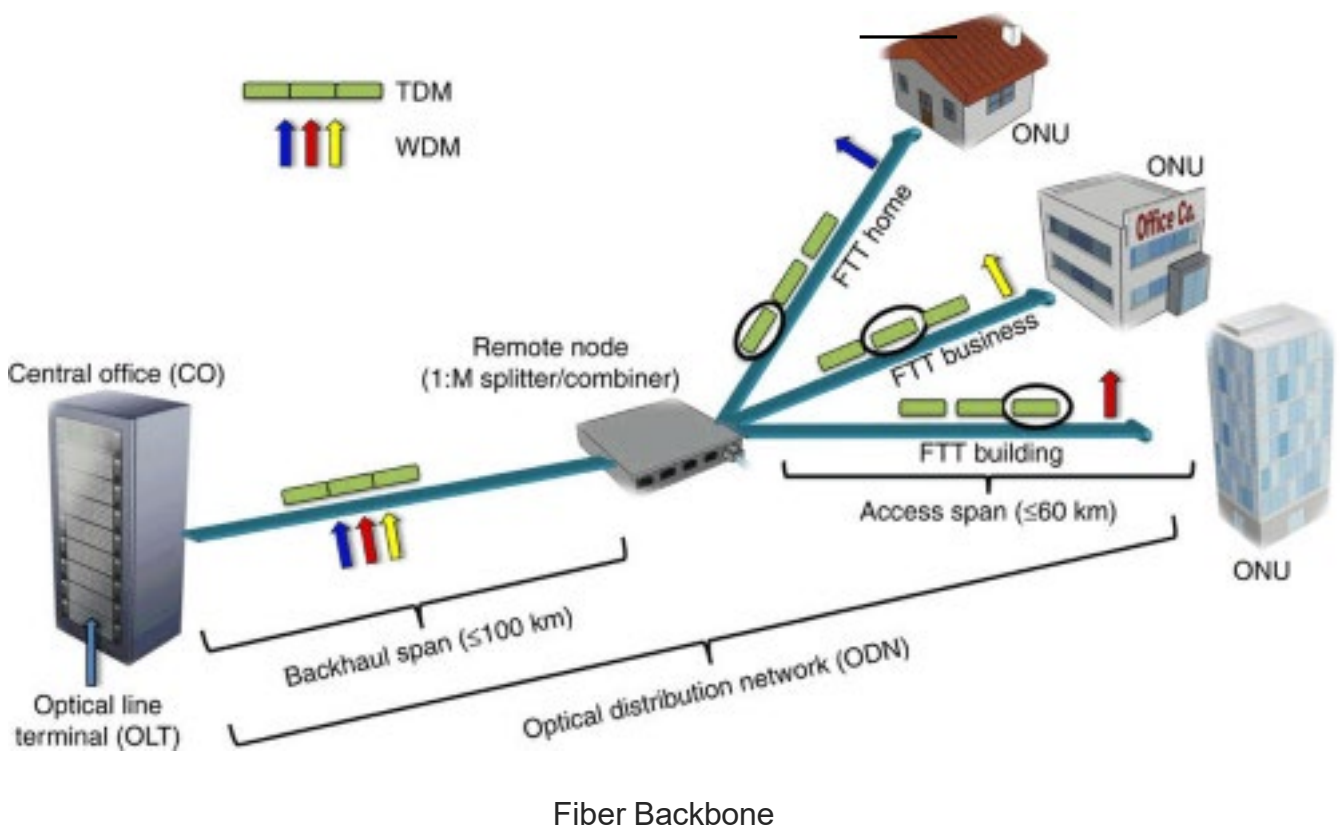
b. CISCO FIBRE LAN CONTROLLER

Fibre LAN Controllers (FLCs) automate the configuration and management functions within the mesh network. Tasks such as association or authentication of fibre clients are done by the WLC utilizing the Control and Provisioning of Fibre Access Points (CAPWAP) protocol (RFC4564). Mesh APs register themselves with a WLC and tunnel all the management and data packets to the WLCs, which then switch the packets between wireless clients and the wired portion of the network.

c. CISCO FIBRE CONTROL SYSTEM (FCS)

The Cisco Fibre Control System (WCS) is a management tool that adds to the capabilities of the web user interface and command line interface (CLI) of a WLC and allows the management of a network of controllers. WCS includes the same configuration, performance monitoring, security, fault management, and accounting options used at the controller level and adds a graphical view of multiple controllers and managed access points. WCS can run as a normal application or as a service on Windows and Linux servers.

Figure1 Architecture Overview



d. MESH TOPOLOGY

A set of design rules and manufacturer recommendations were followed to design each of the tiers described in the previous section. Note that the recommended data rate and coverage distances discussed here represent conservative estimates. Final data rates and coverage area will be determined at the implementation stage.

The network is designed to fulfill the general requirements summarized below:

- The network main application is to provide Internet access.
- Coverage area should include the downtown area (Main Street and Front Street).
- The network should be operationally compatible with existing infrastructure.
- The network is based on FNO (Wi-Fi/Routers) technology.
- Bandwidth offered to users should ensure a quality experience but prohibit misuse.

Figure 2 shows the proposed physical layout of the mesh network. The MAP locations are approximate and may change during the implementation stage.

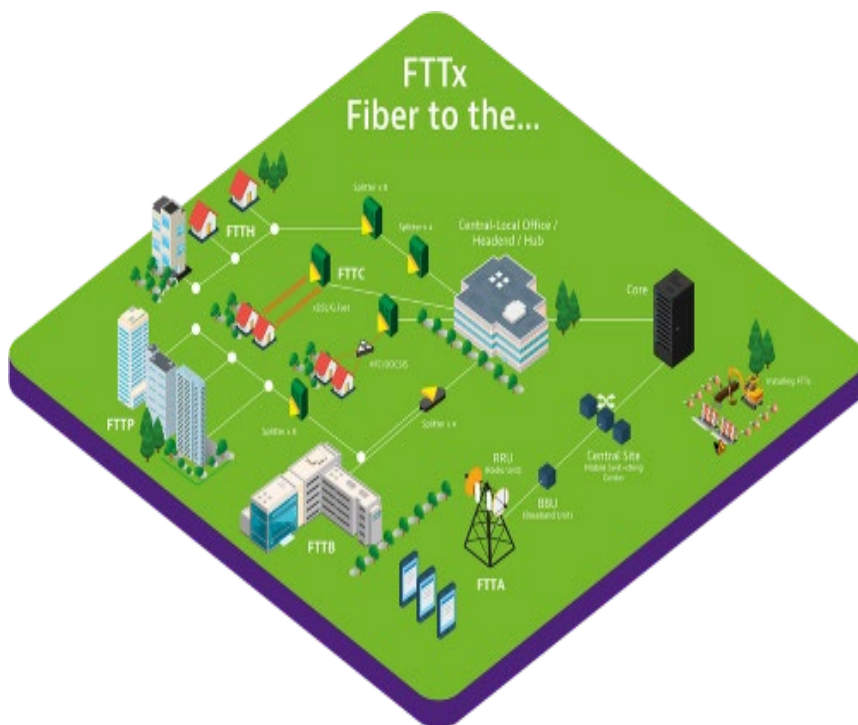


Figure 2 Physical Topology

As per Topology above, the Implementation of FTTH and FTTB will be as a follow,

Year 1-3 Laying down Telecommunication infrastructures from Fibre network Owners (FNO/FTTX) to the end users and activates, the areas will be Gauteng and Limpopo.

Year 4-5 laying down Telecommunication infrastructures devices from FNO (FTTX), National covering all areas doesn't have network coverage such as Urban areas and provide them with services or activations of internet

Year 6-10 laying down Telecommunications infrastructures in rural areas and Townships, Gauteng, Limpopo, Northwest, and KwaZulu Natal.

Long term plan after 10 years, laying down Telecommunication infrastructures National and providing services for FTTH- Fibre to the houses, businesses, public sectors, such as Hospital, schools and HDI communities

e. ACCESS FNO

The access FNO provides wired network access to individual users. As a result, the access layer frequency selection is limited by the equipment readily available to Fibre network owner. Most laptops today incorporate client IEEE 802.11b/g radios, operating within the 2.4-GHz band as a standard feature.

To estimate the coverage area for a MAP, it was assumed that the CPE device has a 100 milliwatt transmit power (20dBm) and the desired data bit rate is up to 5.5Mbps. To optimize mesh behavior, omni-directional antennas are selected for the design. Moreover, MAP height is recommended not to exceed 10-12 meters above the street level.

Using the antenna parameters listed below, Table 1 lists the distance of None Line of Sight (NLOS) omni-directional coverage in suburban environment similar to the targeted service area. Note that greater distances can be achieved in environments with fewer obstacles such as high buildings and dense foliage.

Table 1 Access coverage distance for 5.5Mbps data bit rate

Parameter	MAP		CPE
Antenna gain (dBi)	5.5 omni	8.0 omni	0omni
Antenna height (meter)	10	10	2
TX power (dBm)	28	28	20
Cable loss (dB/100ft)	No cable	No cable	No cable
EIRP (dBm}	33.5	36	20
NLOS suburban (meter)	153	177	
NLOS urban/dense foliage (meter)	124	14	

Figure 2 shows that three MAPs, with coverage area of 150 meters radius, are sufficient to cover the targeted service area of downtown Wolfville. A fourth MAP can be added to improve reliability. The diameter of the fourth MAP is expected to be higher due to the presence of a large parking lot. See Appendix B for photographs of the targeted services area.

In North America, IEEE 802.11b/g offers 11 usable frequency channels with only three non-overlapping (non-interfering) channels. This channel spacing governs the use and allocation of channels in a multi-AP environment. APs should be deployed in a cellular fashion where adjacent APs are allocated non-overlapping channels to minimize interference from adjacent cells. Moreover, deploying an AP with multiple antennas can effectively increase the gain on a 2.4-GHz radio to 2.7 dB by adding two antennas and to 4.5 dB, by adding three antennas.

6. MESH TIER

The mesh network is comprised of Cisco Aironet 1522AG Lightweight Outdoor Access Points. This AP is a dual-radio system with one 5- GHz radio and one 2.4-GHz radio. The RAP-MAP and MAP-MAP interconnections in the mesh tier are established over the IEEE 802.11a radios. The 5-GHz band provides a separate plane for backhaul traffic that co-exists with client access technology in the same physical space; thus, improving the overall throughput of the network and allowing for better scalability.

The 5-GHz band offers the advantage of higher bit rate and less susceptibility to interference at the expense of shorter distance and weaker obstacle penetration. A backhaul data rate of 24 Mbps is recommended because it provides similar coverage to the client access. That is, the distance between MAPs using 24 Mbps data rate should allow for maximum coverage for client access with suitable overlap. Table 2 lists the achievable distances using various types of antennas.

Table 2 Backhaul coverage distance for 24Mbps data bit

Parameter	MAP 1			MAP2
Antenna gain (dBi)	8.0 omni	14.0 patch	17.0 sector	8.0 omni
Antenna height (meter)	10	10	10	10
TX power (dBm)	27	27	27	27
Cable loss (dB/100ft)	No cable	10	No cable	No cable

EIRP (dBm)	35	40.9	44	35
LOS w/ Fresnel zone clearance (meter)	4,120	8,210	9,690	
LOS w/o Fresnel zone clearance (meter)	680	1,220	1,670	
NLOS suburban (meter)	520	750	900	
NLOS urban/dense foliage (meter)	130	180	220	

The equipment vendor categorizes the mesh access points into **Root Access Point (RAP)** and **Mesh Access Point (MAP)**. A RAP is attached directly to the wired infrastructure and relays data traffic from neighboring MAPs to the wired network over backhauls wireless links. The mesh network must have at least one RAP to function properly. More RAPs can be added to provide multiple egress points to wired networks.

The Cisco Aironet 1522AG can be configured to function as a RAP or a MAP. MAPs use the Cisco Adaptive Fibre Path Protocol (AWPP) to determine the best path through the other RAPs/MAPs to reach the controller. All possible Fibre links among the MAPs and RAPs form the Fibre mesh network. Both MAPs and RAPs can provide Fibre access to clients using IEEE802.11b/g radio.

In large-scale deployments, the number of Fibre hops that a data packet may traverse should be limited to three or four to maintain sufficient backhaul throughput, which is approximately halved over every hop. In the proposed network, end user traffic travels two Fibre hops at most.

7. FIBRE BACKBONE TIER

The wired backbone tier shown in Figure 1 consists for the network operations Centre and an optional mesh egress point. The role of this tier is illustrated in Figure 3, which shows the logical topology of the proposed network. The Fibre backbone, the Fibre-copper media

converters and the layer 2 switches are represented by the wired LAN segment in the figure.

The Fibre LAN Controller (FLC) and the Wireless Control System (WCS) are vital components in the mesh Fibre system. The FLC main function is to automate configuration functions, such as transmission power, frequency channel selections, and user authentication. The FLC also associates each IEEE 802.11b/g service set identifier (SSID) to a VLAN, which allows the network administrator to handle several groups of end users, each with access to a VLAN with unique privileges and/or applications.

The Cisco FLC2106 is selected to manage the APs in the proposed network. The 2106 FLC can operate up to six RAPs/MAPs, which makes it ideal for a network of this size. As the mesh network grows larger, additional 2106 controller can be added. Using multiple FLCs also improves the network reliability and provides load balancing.

The WCS enhances the ability to manage the network by providing a GUI access to various configuration options on the FLC in addition to the ability to manage several FLCs collectively. The router/firewall provides access to the Internet as well as other, exiting, wired networks. It is assumed in this design that the firewall, the access to the Fibre backbone, and the access to Internet are existing infrastructure and are not included in the design and the proposed bill of material.

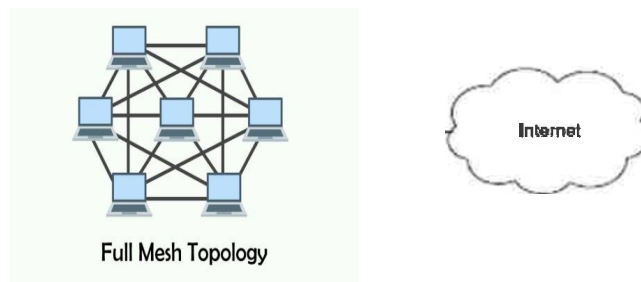
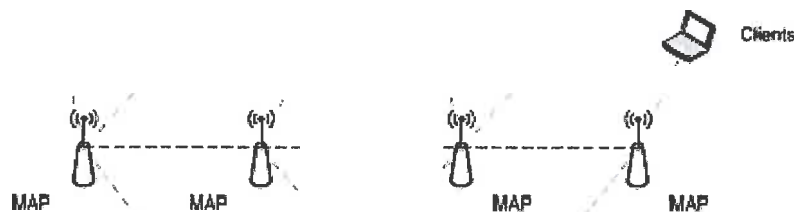


Figure: logical Topology

APPENDIX 8.10 of FORM G

[Applicable to Individual ECS/ECNS only: provide detailed proposed commercial agreements to be made available in terms of roaming, interconnection, and facilities leasing clearly marked Appendix 8.10 of FORM G]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 8.10 of FORM G

Provide detailed proposed commercial agreements to be made available in terms of roaming, interconnection, and facilities leasing clearly marked as Appendix 8.10 of FORM G

To whom it may concern

This confirms that Kyrascene Pty Ltd has not yet entered any commercial agreements regarding roaming, interconnection, and facilities leasing. We shall conclude such deals as soon as this transfer application is finalised by ICASA. (Please edit as applicable and provide any information.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to read 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 9.1 of FORM G

[Provide details of how the parties comply with the 30% ownership and control interest by historically disadvantaged groups clearly marked Appendix 9.1 of FORM G]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 9.1 of FORM G

Provide details of how the parties comply with the 30% ownership and control interest by historically disadvantaged groups clearly marked Appendix 9.1 of FORM G.

To whom it may concern

This serves to confirm that Kyrascene (Proprietary) Limited ("the Transferee") complies with the 30% HDI requirement as it is 100% owned by Historically Disadvantaged Groups.

We trust that you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'Peter Moyo', written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 9.2 of FORM G

[Provide an independent competition analysis report regarding the impact of this transaction on the relevant market clearly marked Appendix 9.2 of Form G]

STRATEGISE



**CALCULATE.
DON'T SPECULATE.**

KYRASCENE (PTY) LTD

Research of the Telecommunications Market in South Africa

“An Independent Competitive Analysis Report”

A Report Presentation

Presented to

Kryascene (Pty) Ltd

In partial fulfilment of the
opportunity to start a new business

By

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September 2022

Market Analysis of the Telecommunications Market in South Africa

“An Independent Competitive Analysis Report”

Executive summary

This independent competitive analysis report was performed to conduct an independent competition assessment on the licensing of Kyrascene as an Individual Electronic Communications Service (I-ECS) and Individual Electronic Communications Network Service (I-ECNS) licensee and prepare a report on the competitive impact of the transaction on the telecommunication industry.”

This market and industry analysis was performed to gain valued insight into the South African financial network operators and internet service providers of South Africa market and the growing trend of the FNO networks in South Africa.

The goals achieved is to gain a clear understanding of the market size, FNO network operators market share, industry risks and segmentation strategy.

In-depth research was conducted using qualitative research to determine all aspects of an in-depth market analysis.

It is noted during the report that Kyrascene (Pty) Ltd does not affect the dominant FNO operators in the South African context and therefore does not fall under the threshold of companies with substantial market power that need to go through the Competition Commission process before approval.

To Whom it May Concern

Re: Independent Market Analysis and Competition Analysis Report of the FNO Market – South Africa.

Declaration of Own Work

I hereby declare that this report is my own work and effort, using qualitative analysis techniques to gather independent market intelligence, in order to provide research findings and key market analysis findings in the FNO fixed and Wireless Market, and that this report in its entirety has not been submitted anywhere. This report has been prepared on behalf of Kryascene (Pty) Ltd, the “transferee” by Strategise.



Dylan Miller

Strategic Marketing Consultant

STRATEGISE

Date: September 2022

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Independent Competitive Analysis Report (MA)

Introduction

This research will investigate the South African telecommunications market. Although there is not sufficient information readily available for this market. Research is conducted to extract and report on the state of the South African telecommunications sector using qualitative analysis techniques to ascertain the correct independent competitive analysis report.

Problem in Context / Orientation

The questions this report is attempting to report on is how large is the telecommunications industry? Market size, market trends, market growth rate, distribution channels, profit potential, business strategies market demand and the general business environment.

Kyrascene (Pty) Ltd Summary

Kyrascene (Pty) Ltd was established in March 2022. The company intends to offer a broad service offering, targeting the Civil Works, Optical Fibres Installations, Floating, Microwaves Installation, RF and splicing segments in the telecommunications industry.

Through partnerships with all players in the industry (ISP), Kyrascene (Pty) Ltd has acquired the technical and project management expertise and stands ready to enter the market.

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The Directors of Kyrascene (Pty) Ltd, have experience in the telecommunications industry, spanning over 10 years.

The key competitive advantage for Kyrascene (Pty) Ltd is direct industry expertise, coupled with solid project management skills and enabling a highly trained and motivated workforce to deliver the intended-on time and within customers satisfaction key success factors demanded by the industry.

Telecoms and Technology Environment

Due to a growth of technology across the World, Economic growth, Entertainment, Employment, distance Learning, Wi-Fi network Technology depend more on fibre networks, Broadband creation is a new lifestyle. Choices and stimulating economics everywhere.

All sectors of government and the private sector are increasingly becoming aware that access to fast communication is vital to economic development. Responding to local and regional demands, Kyrascene Pty Ltd is providing installation of Microwaves and cabling technologies that enhance information and communication delivery around the world.

Kyrascene Pty Ltd offers a complete telecommunications service from installation of fibre optic and Microwaves, technical support to Microwaves and commissioning of cable networks.

Notes

This image shows a full page of white paper with horizontal dashed lines, typical of primary school handwriting practice paper. The lines are evenly spaced and run across the entire width of the page. There are no margins, text, or other markings present.

Telecommunications Industry Market Analysis

South Africa, as the second-largest country in Africa, has a population of 58.56 million and a GDP in 2020 of \$301 billion, ranking 39th in the world. South Africa and Nigeria often act as benchmarks for other African countries.

Telecommunication service requirements in SA have grown rapidly in the past five years. Recently, data requirements have grown especially quickly because of new technologies (like Artificial Intelligence and the Internet of Things) and the COVID-19 pandemic. The two key markets within the SA Telecom market are “to Business” (2B) and “to Consumers” (2C). Each of the two key markets has two main telecom infrastructures: wireless & fixed network. Together, they currently serve about 99M wireless subscribers in South Africa, meaning that every subscriber has on average 1.7 SIM cards (in Figure 1), excluding fixed network services’ subscribers (such as xDSL and fiber). Later, when we analyse fixed network services (xDSL and fiber) separately (in Table 1), it will be seen that the coverage rate of South African operators is higher than those of operators in China and Germany.

South Africa’s macroenvironment indicates that growth is gradually slowing. At the same time, an analysis of subscriber trends suggests that, while consumption in subscribers increased, willingness to pay has decreased. These two trends are likely due to the impact that COVID-19 had on the subscribers’ incomes.

Because of these trends, wireless operators in South Africa are facing a huge challenge in growing the Telecom market. However, due to data services becoming more common and popular in SA,

Connectivity Services	2014	2015	2016	2017	2018	2019	2020	2021	AGR (%), 2017-2021
Business Connections (Thousands)									
Internet Access - xDSL	404.34	392.48	346.35	322.95	299.48	257.71	200.71	138.33	-19.1%
Internet Access - Ftb	38.32	63.35	96.89	140.18	200.18	280.71	383.40	498.01	37.3%
*Others	93.20	92.78	94.78	99.33	105.17	112.12	119.12	125.73	6.1%
Total Connections	535.86	548.61	538.02	562.46	604.83	650.55	703.23	762.07	7.9%
Consumer Connections (Thousands)									
Internet Access - xDSL	577.63	618.87	629.68	579.48	541.12	468.96	384.28	282.60	-16.4%
Internet Access - Fth	13.07	36.10	81.75	173.66	280.57	436.82	620.37	749.08	44.1%
*Others	340.54	279.99	307.37	581.22	1129.99	1360.53	1526.23	1580.52	28.4%
Total Connections	931.24	934.97	1018.80	1334.37	1951.68	2266.32	2530.88	2612.20	18.3%

Table 1. Number of connections.

communication service demands are still growing. It can be therefore forecasted that wireless subscribers will continue growing, though they will not increase as quickly as they have over the past three years; fixed network subscribers’ growth will remain constant or slightly decline due to the growth of wireless subscribers, which will take over some of the market from the fixed network.

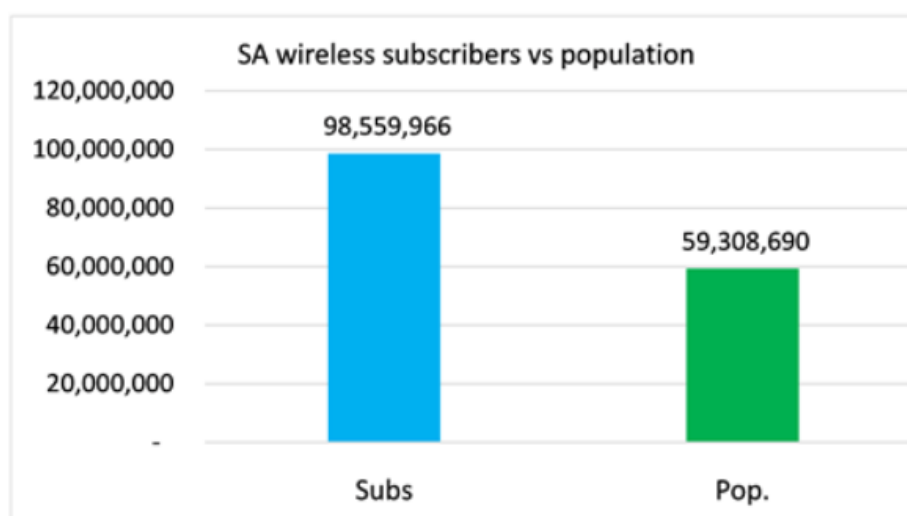
The next question is whether the average unit price is cheaper or more expensive in South Africa than it is in other countries. The table compares South Africa’s unit prices to those of Germany and China to compare with South Africa (in Table 2, Figures 2(a)-(c)), and it clearly indicates that South Africa’s market unit price is cheaper than that of Germany but more expensive than that of China. The unit price

was influenced by macro-economic status and operators' operation capability. Generally, the unit price in SA is reasonable and unit prices will likely continue to decline.

* IDC: Others including Dedicated Internet Access (DIA), Fixed Wireless Access (FWA), and Satellite (SAT).

Country	GDP per capita USD	Operator	Data (GB)	Package Price	Unit Price per GB	Unit Price USD/GB
SA	6001.40	Cell C	100	ZAR 199.00	1.99	0.145
		MTN	120	ZAR 269.00	2.24	0.163
		Vodacom	100	ZAR 899.00	8.99	0.655
		Telkom	80	ZAR 248.00	3.10	0.226
Germany	46,445.25	Congstar	200	EUR 45.00	0.23	0.274
		Lycamobile	50	EUR 79.99	1.60	1.951
		DT	20	EUR 20.00	1.00	1.220
		Vodafone	16	EUR 29.95	1.87	2.283
China	10,261.68	China Mobile	200	CNY 29.00	0.15	0.023
		China Telecom	200	CNY 19.00	0.10	0.015
		China Unicom	125	CNY 36.00	0.29	0.045

Table 2. South Africa's unit prices vs Germany & China.



Wireless Market Analysis

2C Subscribers (Wireless Market)

Due to South Africa's economic status, the number of small to middle enterprises (SMEs) is much larger than the number of big enterprises. Our research has shown that some SMEs use consumers' packages with WIFI routers, sharing data services among staff to reduce costs. This means that our 2C subscribers' analysis also includes some demands/subscribers from SME.

When we investigated the wireless 2C market, we found that the numbers of prepaid subscribers are considerably larger than the number of post-paid subscribers (in Table 3), likely because of South Africa's current economic situation in SA, in which many lower-income people can only afford prepaid services, as the post-paid service package is often more expensive and needs to be paid monthly. Although post-paid subscribers produce more profit, the large number of prepaid subscriber forces operators to focus on this market segment.

2B Customers (Wireless Market)

2B customers normally take advantage of MIFI routers (inserting a sim card as uplink) to provide data services for their staff. The substantial difference in size between 2B and 2C comes from the data package policy.

All of the operators are becoming more aggressive in their advertising strategies, launching many attractive Wireless Home broadband offers in an attempt to gain more market share in the South African Telecom market.

Operators' Competition (Wireless Market)

As previously mentioned in Background Introduction, each person in South Africa has an average of 1.7 SIM cards, so operators compete vigorously in the sector that generates high and stable profits: the 2C post-paid subscribers. After CellC sold their post-paid subscribers to VDC, the competition of post-paid subscribers is now between VDC and MTN, as other operators have only won a small number of post-paid subscribers. Most of the competition occurred in the prepaid subscriber market due to the current post-paid market situation in SA.

Online Market Competition

Due to COVID-19, online sales channels now play an important role; consequently, nearly all of the

Subscribers (Thousand)	2020		
	VDC	MTN	Telkom
Total	41,312	28,890	11,995
Prepaid	35,231	22,804	9432
Postpaid	6081	6086	2563

operators have invested money and labour to develop their online market.

Price Competition

Our investigation shows that CellC has recently started a price war, which is believed will increase the number of requirements from subscribers. A comparison of the trends our market research has identified in South Africa to those in Europe and East Asia shows that operators have tried to decrease the unit price per Giga in order to enlarge the consumer market. The price war will enlarge the demand pipeline and concurrently benefit both operators and subscribers.

New Services Drivers (Wireless Market)

The demand for wireless data services is growing in both the 2B and 2C markets. In Europe and East Asia, Artificial Intelligence (AI), Internet of Things (IoT) and other new services are placing new demands on the big data pipeline. AI will be a revolutionary feat of computer science and is likely to become a core component of all modern software over the coming years. The strengthening link between AI and Big Data will produce a huge demand on data services when it becomes more developed in the Ecosystem/Industry. This trend will be also layer apply in South Africa as SMEs and big companies continue to grow.

Data bundle services in the wireless market, such as online shopping and online education, have grown explosively in Europe, the USA, and East Asia.

My research suggests that almost all operators have benefited from the impact of COVID-19; the only difference will be the percentage in which the use of airtime/data services will grow among the different countries and operators.

Fixed Network Market – FNO Competitor Analysis

2C Subscribers (Fixed Network Market)

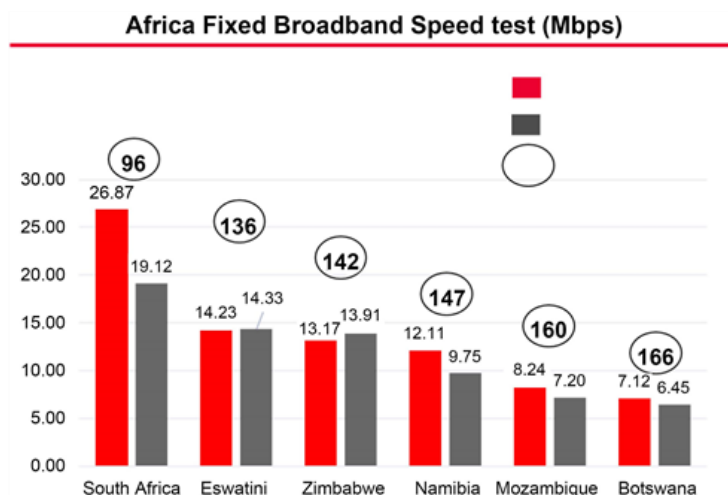
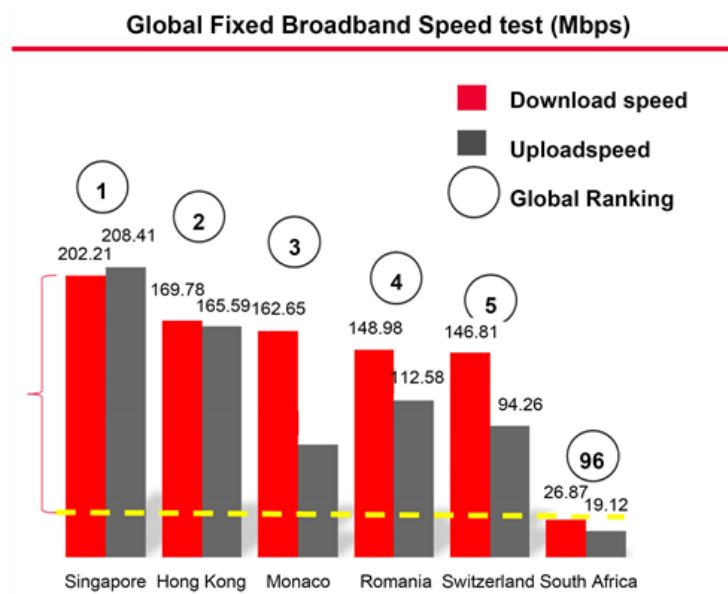
Research into the data services of the South African telecommunication market report (IDC*) shows that the percentage of data kept increasing while the percentage of airtime kept decreasing. In particular, between 2014 and 2016, fixed networks (FTTx) connections grew at a **compound annual growth rate (CAGR) of 70%**, albeit from a low base. It is predicted that FTTx connections will continue to grow, while xDSL connections will experience a sharp decline.

Open Access policy has created a new market opportunity, which has eroded the value of traditional operators. Investing in open access fiber not only delivers macroeconomic benefits to this country but also provides better customer experiences to end-users. The South African Telecom ecosystem has experienced investment from several multi-party entities including energy companies, municipalities, real estate companies, and infrastructure investors. Cost synergies of up to 25% were created by using the existing utilities' infrastructure. Since retail operators have access to the same underlying wholesale fiber infrastructure, the take-up rate and overall operational economics have improved.

As open-access fiber gains acceptance, traditional fixed network operators need to adjust their fixed broadband strategies accordingly. Traditionally, incumbents resisted partnering with open access fiber entities by accelerating their fiber rollout, whether fiber to the home (FTTH) or fiber to the curb (FTTC).

Recently, however, some incumbents are trying to gain higher market shares by acquiring open-access fiber or finding partners through wholesale and whole-buy agreements. Challenger operators are proactively forging partnerships with open access fiber entities, whilst aggressively trying to expand their fixed broadband offerings to gain market share in what was traditionally the incumbents' turf. Non-telcos, especially energy and utility companies, are seeing new business opportunities in operating open access fiber in selected markets as well as fiber infrastructure.

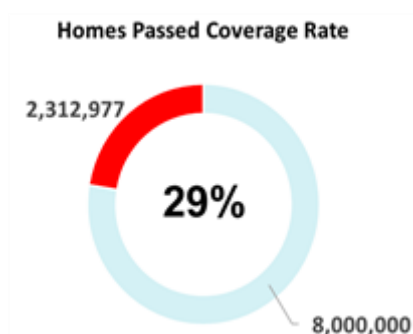
According to our research, South Africa's fixed broadband speeds are on average 85% lower than global players (in Figure a), Figure (b)).



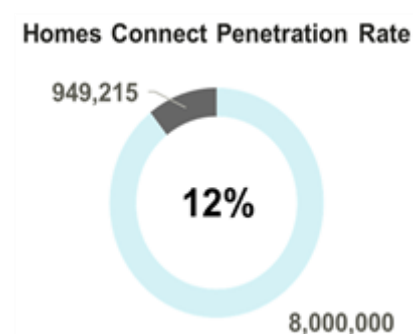
The initial addressable market in South Africa was around 3.65 m households (in Figures (a)-(d)). Fixed Network Operators (FNOs) are moving beyond the traditional middle-income areas to more highly densely populated areas. The latter increases the addressable market size by approximately 3.5 times. FNOs have amended their business models so that their deployment cost and degree of competition

are lower. Furthermore, their customer base is less complex and less demanding. Vumatel is far more aggressive than other operators, and so it has reached 1M home passes (HPs) in five years.

Coverage Rates / End User Market Share

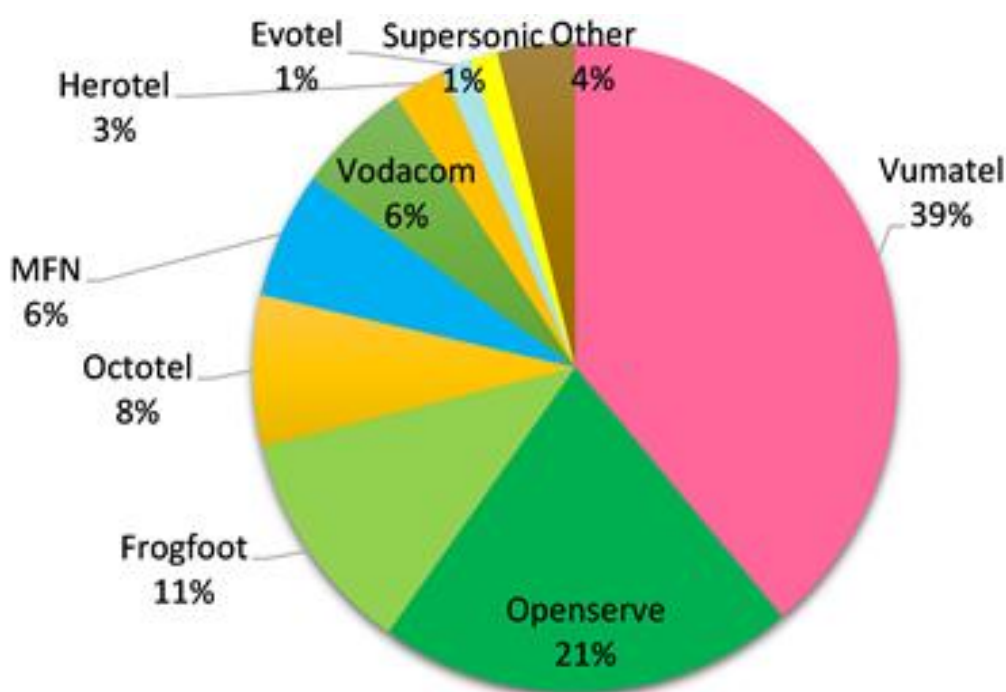


(a)

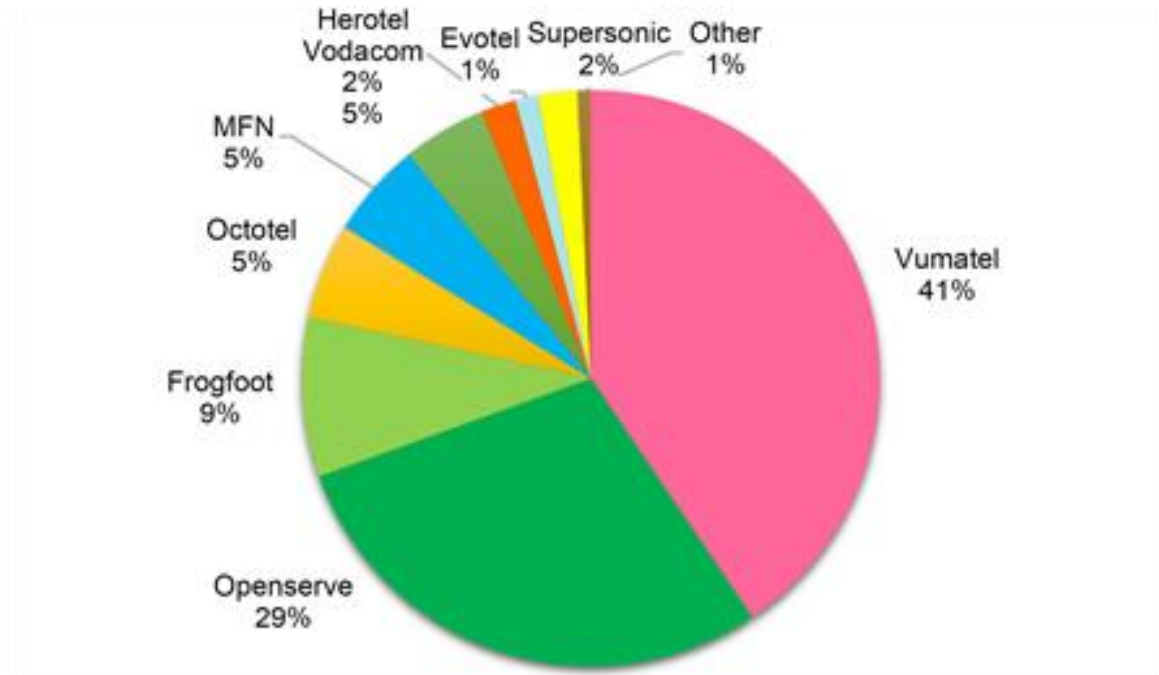


(b)

(c) Homes Passed Percentage of SA Operators



(d) **Homes Connect Percentage of SA Operators**



Summary of Above Diagrams

(a) Homes passed coverage rate; (b) Homes connect coverage rate; (c) Homes passed percentage of SA operators; (d) Homes connect percentage of SA operators. * Source: Market Insight, FNO financial statements & My Broadband 2021.

As the two major players in the South African fiber market, Vumatel and Telkom (Openserve/Consumer) will continue to compete extensively. After Vumatel passed SA Telkom to become the largest provider in the South African fiber market, SA Telkom rushed to take back the first place ranking by competing in coverage and price wars (in Figure 9(a), Figure 9(b)).

2B Customers (Fixed Network Market)

The Fiber 2B market is extremely similar to the wireless market. Many 2B customers use a 2C package, so some 2B customers have been counted as 2C subscribers. Even in townships, some people buy or rent 2C packages from operators—either fiber or wireless—over which they drive 2B services. Due to security issues in townships, we cannot collect detailed data regarding this practice.

One of COVID-19's impacts on the economy is that more people are working from home, and this in turn has resulted in the following behavioural trends: demand symmetrical bandwidth has increased; the peak periods are no longer from 6pm to 10pm but last the entire day, beginning at 9am; and bandwidth utilization has increased from 40 GB to 400 GB in two years.

Currently, BCX and SME, subsidiaries of SA Telkom, are aimed at 2B customers. SME focuses on small to middle-companies, while BCX aims at big customers. They customized the data/airtime packages for different customers, receiving many orders from companies and South African government departments.

From 2013 to 2019, the formal business sector increased turnover from R7.0 trillion to R10.5 trillion (average annual growth rate: 7.0%) (in Figure 10(a), Figure 10(b)). Medium business increased turnover by 8.4% per year, and large business by 5.4%.

Competitor Summary

Fixed Network Operators Competitor List Connect Percentages			
Main Competitors	Competitors	% Share	Remarks
	Vumatel	41%	Aggressive
	Openserve - SA Telkom	29%	Network Owner
FNO Operators			
Established FNO Competitors	Frogfoot	9%	Challenger Operators
	Octel	5%	
	MFN	9%	
	Vodacom	5%	
	Herotel	2%	
	Evotel	1%	
	Supersonic	1%	
	Other	1%	

Porters 5 Forces Competitor Analysis

PORTERS 5 FORCES EXPLAINED

Porter's Five Forces analysis is a framework that helps analysing the level of competition within a certain industry. It is especially useful when starting a new business or when entering a new industry sector. According to this framework, competitiveness does not only come from competitors. Rather, the state of competition in an industry depends on five basic forces: threat of new entrants, bargaining power of suppliers, bargaining power of buyers, threat of substitute products or services, and existing industry rivalry. The collective strength of these forces determines the profit potential of an industry and thus its attractiveness. If the five forces are intense (e.g., airline industry), almost no company in the industry earns attractive returns on investments. If the forces are mild however (e.g., soft drink industry), there is room for higher returns. Each force will be elaborated on below with the aid of examples from the airline industry to illustrate the usage.



Threat of New Entrant

The threat of new entrants is high due to Telcos and non-Telcos are joining the fast-paced open serve network, to take market share in areas across South Africa with lowered barriers of entry established at a government level.

Bargaining Power of Suppliers

There is little chance to switch suppliers as everyone is using the same open service supplier and therefore little change of finding a suitable substitute, but a suitable substitute may come with the progression of technology and a competing entrant to SA Telkom, at this stage it is likely to take place.

Threat of Substitute Products

There is no to little chance of a suitable substitute entering the market as all competing partners, wholesalers and ISP providers use the same facility in South Africa.

Bargaining Power of Buyers

Bargaining power of buyers is high as over the past 3-Years, South Africa has seen a drop in fees charged with 2 Customer (2C) base putting pressure onto ISP and Wireless operators for a drop in data fees. This was prevalent preceding COVID-19 pandemic and progressed beyond the pandemic as more customers rely on technology for business, leisure, and educational needs.

Rivalry Among Competitors

Rivalry among competitors is fierce due to the number of competitors in the marketplace, although technically using the same open serve network, the rivalry among competitors to win and retain 2B and 2C customers is prevalent as switching costs for customers is low. This has created the environment for Vumatel to rapidly expand their customer base to take overall market share of 41%, while SA Telkom owns 29% market share, and the remainder 8 operators are fighting over the remaining available market

share. It is plausible that with the progression of technology transcending to connect Bluetooth mesh technology to enable smart buildings, homes and cities that the rivalry to own a market share will increase.

Telecommunication Industry Customer Segmentation

Telecom companies gather different kinds of data to make sure their services answer customers' needs. So, the service providers must keep the consumers happy and maintain their happiness to make sure that their business will stand out in this super-competitive market.

Therefore, boosting customer experience to make marketing more effective is one of the key segmentation advantages in telecom.

Customer Segmentation Techniques

Customer segmentation groups similar customers to do an in-depth analysis of their behaviour. Customers can be segmented by their industry, product tier or usage level, revenue, employee size, geographical locations, the date they became a customer, channel their contact originated from, buyer persona and ideal customer profile.

Grouping by these data points helps companies gain several segmentation advantages in telecoms, such as identifying the ideal customer profiles and determining which types of customers won't like the specific products or services. The purpose of such segmentation is to identify various groups within the company's target audience so that marketers can deliver more targeted and valuable messaging.

FOUR TYPES OF CUSTOMER SEGMENTATION



value



behaviour



lifecycle



migration

As market conditions are volatile, companies evaluate the effectiveness of the market segment solution by validating the solution with the help of the market segmentation criteria. Current segmentation trends in the telecommunications sector can be divided into four techniques.

Customer Value Segmentation

Customer loyalty has been termed as the most crucial aspect of marketing. The main reason is the 80/20 marketing costs rule, which says, "top 20% profitable customers contribute 80% of a company's

profits and 80% of a company's costs are contributed by top 20% of unprofitable customers". Therefore, companies invest significant time and effort to retain customers. Telecom companies incline themselves to segment profitable customers by calculating their value.

The crucial steps involved in customer value segmentation are:

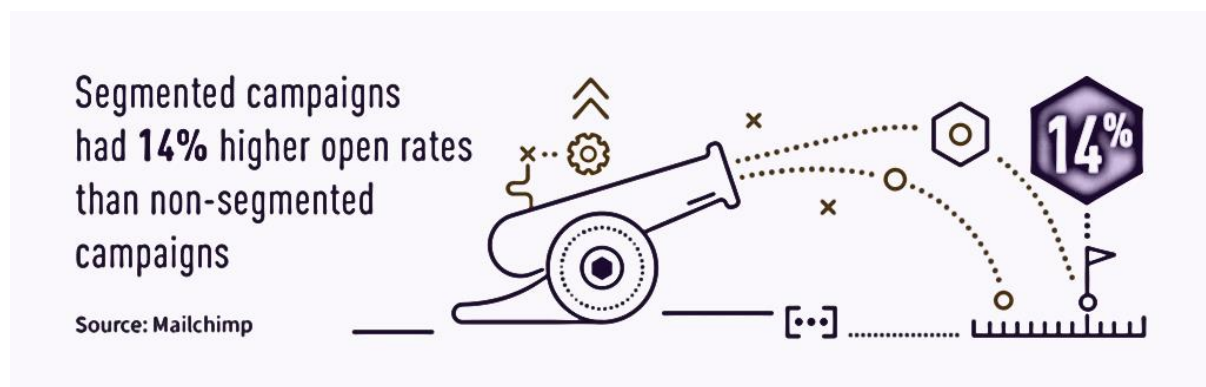
1. Calculate the customer value measure for every customer (this is the summary of past and predicted future value of customers).
2. Use decile analysis that divides the entire customer base into ten equal-sized groups, also known as deciles.
3. Describe customer profiles to monitor their needs carefully and develop a relevant marketing strategy that answers their needs.(customer persona strategy).

Customer Behaviour Segmentation

Over the past years, the number of people using telecom services has drastically increased. To manage such massive amounts of customers and understand their needs, telecommunication companies capture every action performed by customers, building huge repositories containing customers' behavioural data. As telecom services are used extensively by people in their daily lives, telecom companies are tapping into determining customer needs and developing relevant strategies from the collected customer behavioural data. Usage of customer behavioural data in market segmentation is termed customer behavioural segmentation.

Customer Lifecycle Segmentation

To compete in the market, modern age telecom companies need to retain customer-centric market segmentation techniques. Understanding customer behaviour and improving customer loyalty play a fundamental role in determining the success of the chosen market segmentation technique. Customer lifecycle segmentation considers a snapshot of the current life stage of customers and performs market segmentation by analysing their needs and interests.



Customer Migration Segmentation

Due to the increased competition in the telecommunications industry, telecom companies are experiencing a high customer churn rate. Such high levels of customer attrition have negative impacts on various aspects of a telecom company. Some impacts include loss of average revenue per customer, decreasing sales and profit, and difficulty acquiring new customers. Owing to these reasons, modern

age telecom companies incline themselves to understand and analyse the plausible factors that cause customer defection. This has led to the growing importance of customer migration behaviour.



In customer migration segmentation, the customer value measure of each customer is observed at various time frames. It is very common for customers to increase or decrease their loyalty along the way. Therefore, customers can migrate between different segments, customer satisfaction and loyalty patterns can be identified. Such identification of satisfaction and loyalty patterns can help companies to predict churn before it occurs. Therefore, telecom companies can design and develop compelling activities for customers who have a high probability of switching to other competing companies.

CONCLUSION

Due to the complexity with number of diverse customers being to business (2B) and to customer (2C). the company cannot afford to segment the market based on Optical fiber installation, Microwave installation, Floating, RF and splicing as dedicated service, or by segmenting the industry. The most competitive and efficient way to segment the market will be by Value, Behaviour, lifecycle and migration.

Customer Behaviour, Migration and Lifecycle Segmentation

Customer Behaviour, Migration and Lifecycle Segmentation		
Macro Segmentation	2C ISPs	
Micro Segmentation	Segment a	Segment b
	Business	Residential

Customer Value Segmentation

Customer Value Segmentation		
Macro Segmentation	2C & 2B Customers	
Micro Segmentation	Segment a	Segment b
	Installations	Project Management

**Segment a includes Civil Works, Optical Fiber Installations, Floating, Microwave installations & RF and Splicing services. While Project Management is segment b.*

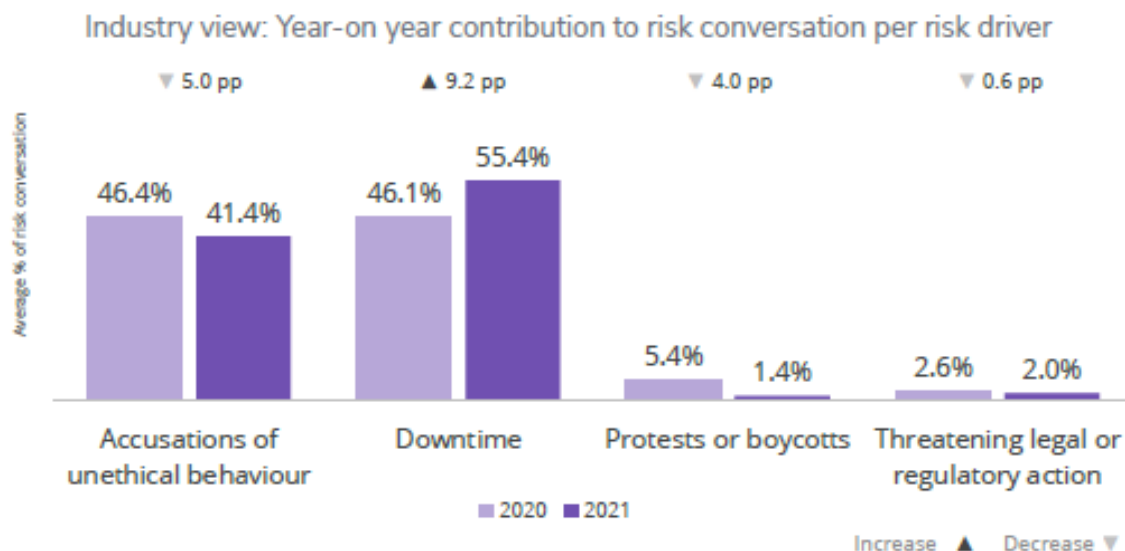
Industry Risk Analysis

The telecoms industry saw an increase in risk from online conversation, from 9% in 2020 to 10.4% in 2021. This means that on average, one in every ten mentions about telcos posed either an operational or reputational risk to these operators.

While risk still makes up a relatively small portion of the overall conversation, the increase equates to 15.4% year-on-year growth in the contribution of risk to the total volume of mentions.

SA Telcos Faced Increased Downtime Risk

In 2021, risk related to downtime increased in prevalence, with downtime reports accounting for 55.4% of risk conversation, compared to 46.1% in 2020. All other major risk factors played a decreasing role in driving risk, pointing at downtime as the main issue behind the increased proportion of risk seen by the industry in 2021.



If we consider the impact of a record-breaking year in terms of load shedding, coupled with the continuing trend of remote work and study, as well as the lack of progress made in spectrum allocation, these are unsurprising results.

In line with last year's findings, rain recorded the highest proportion of downtime risk, which was a large contributor to overall risk.

Competitor comparison: Drivers of risk

	DOWNTIME	ACCUSATIONS OF UNETHICAL BEHAVIOUR	THREATENING LEGAL OR REGULATORY ACTION	PROTESTS OF BOYCOTTS	OTHER
Industry avg	55.4%	41.4%	2.0%	1.4%	2.4%
Cell C	63.1%	31.2%	2.6%	4.3%	2.5%
MTN	51.2%	44.5%	2.7%	1.5%	3.1%
rain	73.6%	24.9%	1.9%	0.3%	2.0%
Telkom	66.0%	31.0%	2.2%	0.4%	2.7%
Vodacom	23.0%	75.4%	0.8%	0.4%	1.5%

Another outlier was Vodacom's proportion of accusations of unethical behaviour, which also recorded a considerable year-on-year increase from 2020's 56.8%. A campaign looking to shame and dissuade Vodacom from acquiring a telecoms licence in Ethiopia accounted for approximately two thirds of accusations of unethical behaviour against Vodacom.

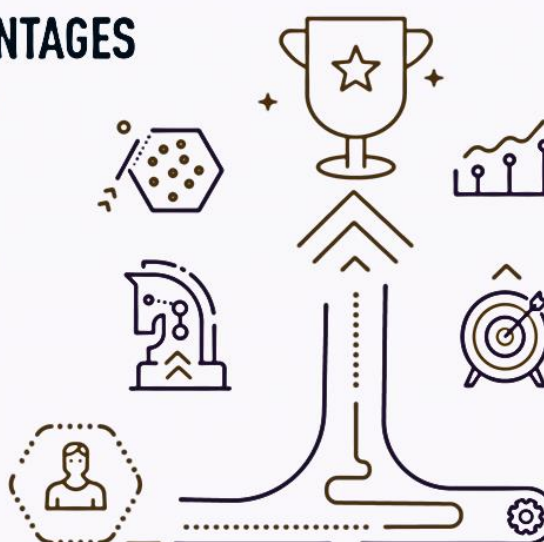
Cell C continued to see the highest proportion of boycott-related risk, despite seeing a year-on-year decline in this factor. Having surfaced in 2020, these boycott calls were tied to accusations of unlawful retrenchments and executive financial misconduct.

Target Market Segmentation Strategy

Overview

MAIN SEGMENTATION ADVANTAGES IN THE TELECOM INDUSTRY:

- 01 Increase marketing efficiency
- 02 Expand new market opportunities
- 03 Improve brand strategy
- 04 Advance the product
- 05 Decrease customer retention
- 06 Gain competitive advantage



Segmenting customer base and analysing the performance of those segments can improve companies marketing, sales, and customer service efforts. Here are a few of the main segmentation advantages in the telecom industry.

Marketing Efficiency Strategic Tactic

This is the biggest benefit of well-implemented customer segmentation. By better recognizing customers' needs, marketers can identify more effective tactics for reaching them. Marketing efforts became even more effective because of improving customers interactions and experience with the company. Targeted marketing allows for better returns on investment and wasting less money on marketing that reaches the wrong audience.

New Market Opportunities Strategic Tactic

During the process of customer segmentation, a new market segment may have been identified. In turn, it can alter the whole marketing focus and strategy to fit. What's better is, the more targeted more marketing is, the better leads can be gathered. Reaching the right people can ensure that the company stands out. Similarly, any segmentation research may help recognize areas of the market that hadn't been the company's focus yet. This might lead to the new products' development, explicitly designed towards these markets.

Better Brand Strategy Strategic Tactic

Once the key customers' motivators are identified, products can be branded appropriately. The goal of market segmentation is not only to reach the targeted audience but also to see the true value of the company thanks to the marketing that speaks to them. Promoting the product with a well-adjusted brand strategy allows for putting the company's head above competitors.

Improving the Product Strategic Tactic

Knowing who wants to buy the product and what are their needs, helps differentiate the company as the best solution on the market. The result of such practice will be increased satisfaction and better performance against competitors. The benefits also extend beyond core product offering since any insights allow companies to offer better customer support, professional services, and any services that guarantee the complete customer experience.

Lower Customer Retention Strategic Tactic

Thanks to customer segmentation, marketers can identify customers who require extra attention, those that churn quickly, and those with the highest potential value. It can also help create targeted strategies that capture customers' attention and create positive, high-value experiences with the company.

Competitive Advantage Strategic Tactic

With the amount of competition in the telecom sector, the combination of market segmentation techniques can ensure revenue streams. For instance, by combining geographical segmentation and behavioural segmentation, companies can gain insights into the customers' behavioural trends located at different geographical locations.

Target Market Segmentation Strategy Conclusion

All service industries tactically operate with 4 principles namely.

1. People

- Concentrate on internal staff training, presentation, and external customer-centricity.
- Competitive advantage tactic
- **Lower Customer Retention Strategic Tactic**
- **Improving the Product Strategic Tactic**
- **New Market Opportunities Strategic Tactic**

2. Processes

- Agile evolvement of business operations, CRM, PRM, systems, processes, business tools.
- **Competitive advantage tactic**
- **Lower Customer Retention Strategic Tactic**
- **Improving the Product Strategic Tactic**

3. Proficiency

- Continuous improvement to proficiently deliver the highest service levels in everything the company does.
- **Improving the Product Strategic Tactic**

4. Physical Evidence

- Having the ability to market the companies' services where the customers are. Company brochures, portfolios, advertising, car signage, branded clothing, marketing collateral, helpful content to assist customers choose your services.
- **Better Brand Strategy Strategic Tactic**
- **Marketing Efficiency Strategic Tactic**
- **New Market Opportunities Strategic Tactic**

CONCLUSION

It was noted in the Executive Summary that during the report that Kyrascene (Pty) Ltd does not affect the dominant FNO operators in the South African context and therefore does not fall under the threshold of companies with substantial market power that need to go through the Competition Commission process before approval.

To substantiate the above statement, is due to certain factors being that the market demand for wireless and fixed broadband and fast fibre network connections is rapidly growing in South Africa. This is partly due to South Africa lagging behind the world and has been rapidly catching up and now surpassing established countries in connectivity and a reliance on network connectivity due to the macro changes in demand; namely remote and hybrid work for employees as well as a growth trend in urban connectivity as people move away from the large cities to remotely work and live.

Kyrascene (Pty) Ltd will not have an impact on the overall Telcos market in South Africa, based upon the facts in this report such as the Compound Annual Growth Rate (CGAR) is 70% growth annually for all FTTx connections (*Definition of FTTx means a collective term for various optical fiber delivery topologies that are categorized according to where the fiber terminates*). This is collectively made up of 8 (eight) 2b and 2c telcos being Vumatel, Openserve, Frogfoot, Octel, MFN, Herotel Vodacom, Evotel, Supersonic and other micro telcos.

This means that Kryascene (Pty) Ltd will have little market impact with 8 major service providers servicing the entire South African telco market growing at 70% CGAR. Notwithstanding a growing reseller trend with the likes of Afrihost (Pty) Ltd who resell fibre to their customers. All of which creates opportunities for Kryascene (Pty) Ltd who are specialists of Optical fiber installations, Microwave installations, Floating, RF and splicing services to the telco market. All telco competitors could be stakeholders, partners, and customers in Kryascene (Pty) Ltd's operating areas.

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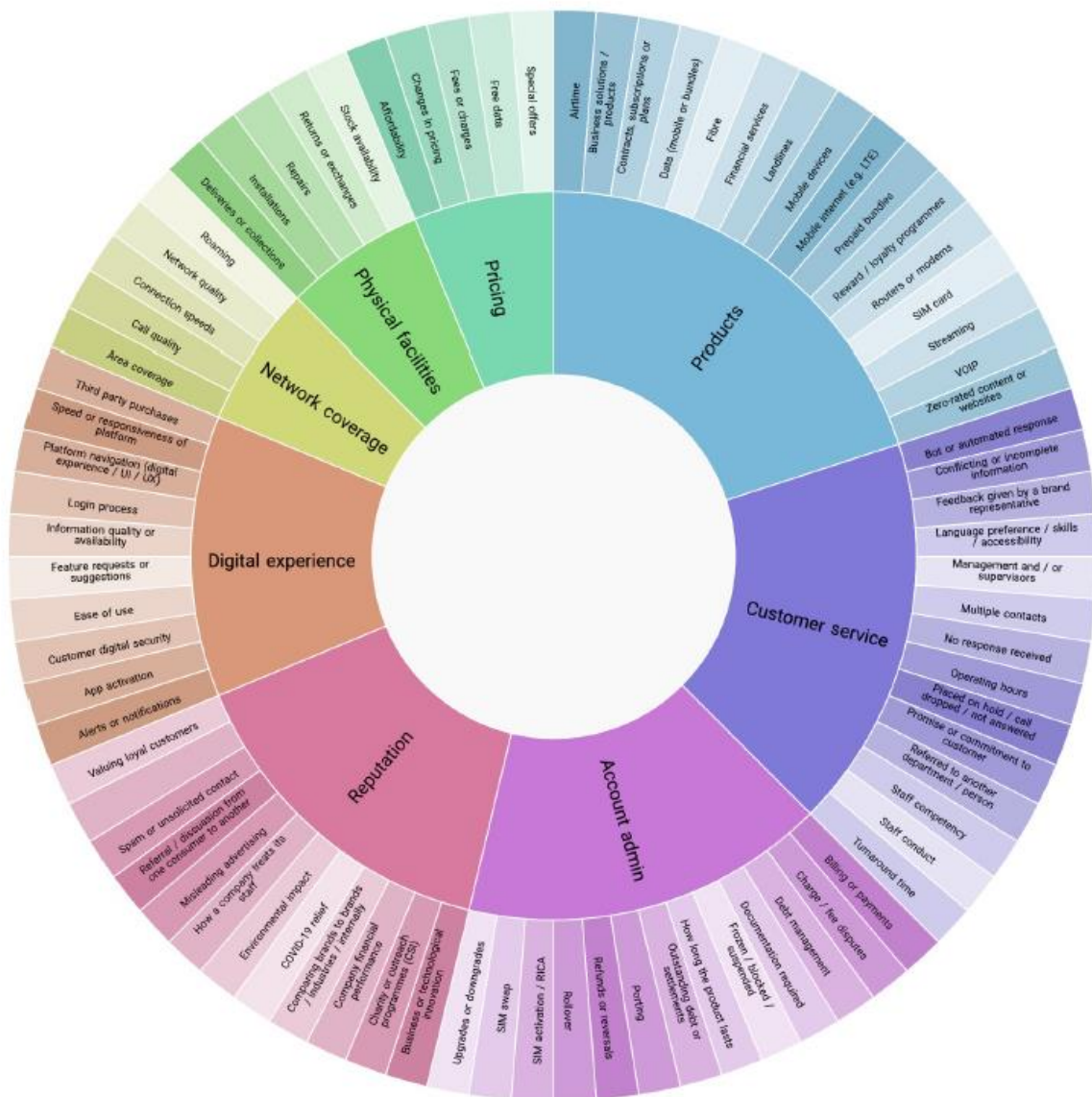
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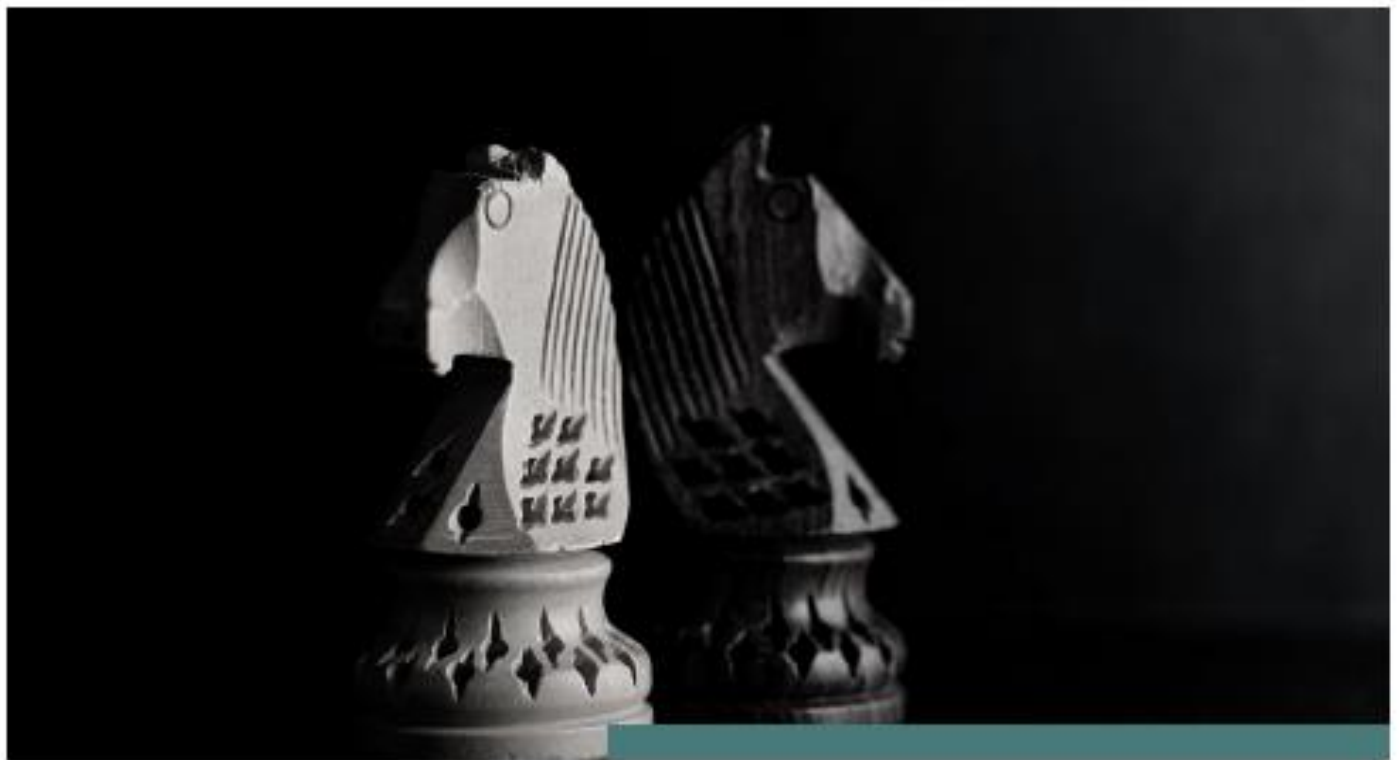
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Appendix – Topic Analysis



Topic analysis enables a granular understanding of the specific themes driving consumer sentiment. A sample of 126 733 sentiment-bearing (i.e., positive, and negative only) mentions was sent to the Crowd for topic assignment.

Eight broad themes encompass a total of 80 topics. The themes are Customer service; Products; Reputation; Account admin; Network coverage; Pricing; Digital experience; and Physical facilities.



The Final Word

I look forward to working with you. I am confident that I can meet the challenges ahead and stand ready to partner with you. If you have questions on this proposal, feel free to contact me.

Regards,

Dylan Miller
Strategic Marketing Consultant

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APPENDIX 9.3 of FORM G

[Provide a consumer interest analysis report post with the transaction clearly market Appendix 9.3 Form G]

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**CALCULATE.
DON'T SPECULATE.**

KYRASCENE (PTY) LTD

Research of the Telecommunications Market in South Africa

“Consumer Interest Analysis Report”

A Report Presentation

Presented to

Kryascene (Pty) Ltd

In partial fulfilment of the
opportunity to start a new business

By

Dylan Miller T/A Strategise (IMM BPhil Honours Degree in Marketing Management)

September 2022

Consumer Interest Analysis Report

Executive summary

This Consumer Interest Analysis Report was performed to conduct an independent assessment on how the licensing of Kyrascene (Pty) Ltd as an Individual Electronic Communications Service (I-ECS) and Individual Electronic Communications Network Service (I-ECNS) licensee will benefit consumers post a successful conclusion of the transfer application by ICASA.

The market and industry analysis was performed to gain valued insight into the South African financial network operators and internet service providers of the South African market and the growing trend of the FNO networks in South Africa, and the consumer impact of the introduction of Kyrascene's services.

The goals achieved are to gain a clear understanding of the market size, FNO network operators' market share, industry risks and segmentation strategy.

In-depth research was conducted using qualitative research to determine all aspects of an in-depth market analysis.

It is noted during the report that Kyrascene (Pty) Ltd does not affect the dominant FNO operators in the South African context and therefore does not fall under the threshold of companies with substantial market power that need to go through the Competition Commission process before approval.

Due to the progressive technological advancement taking place, both globally and locally, that FNO operators and ISP operators, which make up the industry as a whole, have developed significant consumer demand as a staple technology for business and personal use.

To Whom it May Concern

Declaration of Own Work

I hereby declare that this report is my own work and effort, using qualitative analysis techniques to gather independent market intelligence, in order to provide research findings and key market analysis findings in the FNO fixed and Wireless Market, and that this report in its entirety has not been submitted anywhere. This report has been prepared on behalf of Kryascene (Pty) Ltd, the “transferee” by Strategise.



Dylan Miller

Strategic Marketing Consultant

STRATEGISE

Date: September 2022

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Consumer Interest Analysis Report

The last available qualitative consumer and industry analysis report indicates that large corporate business generated 68% of R10.5 trillion RAND using FNO operators to conduct business, while Small Business (SME) business types generated 22% of 10.5 trillion RAND and the medium size businesses predominantly 50 employees size generated 10% of 10.5 trillion RAND using FNO operators and wireless networking to generate business.

SMALL BUSINESS CONTRIBUTIONS BY INDUSTRY SECTOR

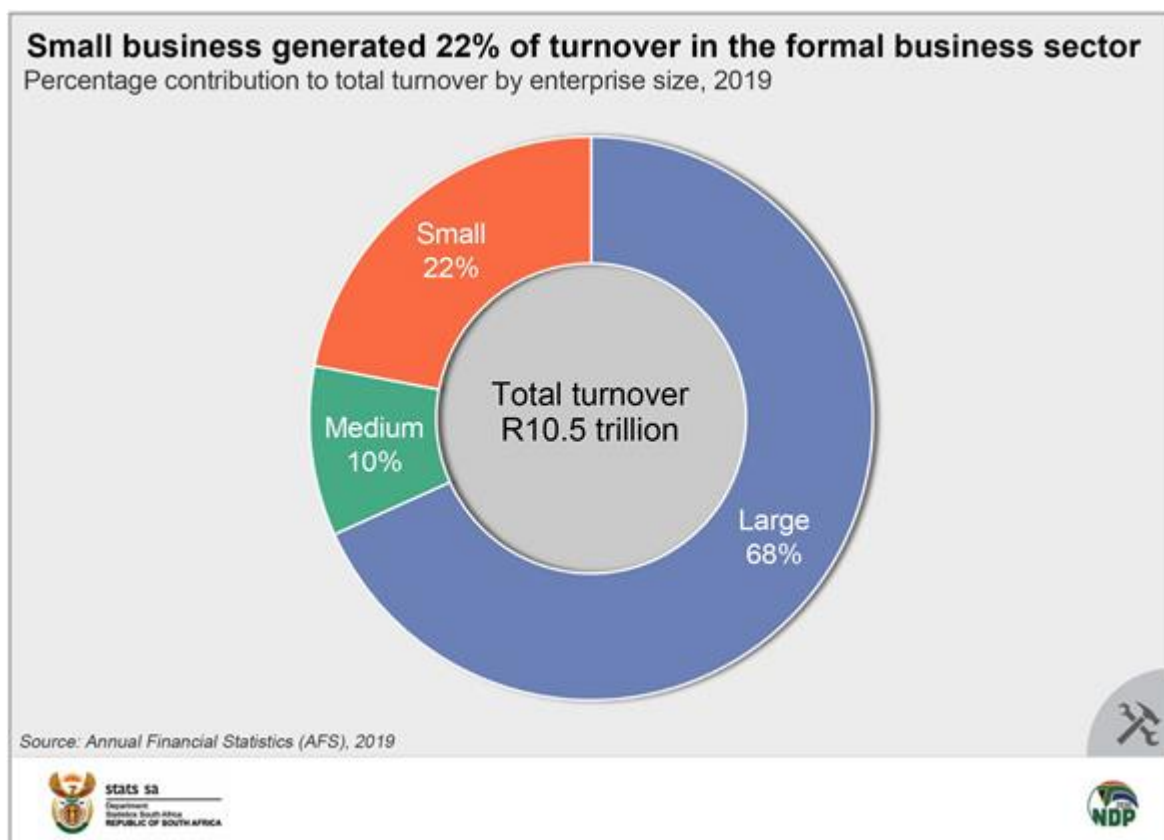


Figure a
Small Business Contributions by Industry sector

SMALL BUSINESS CONTRIBUTION

Figure b

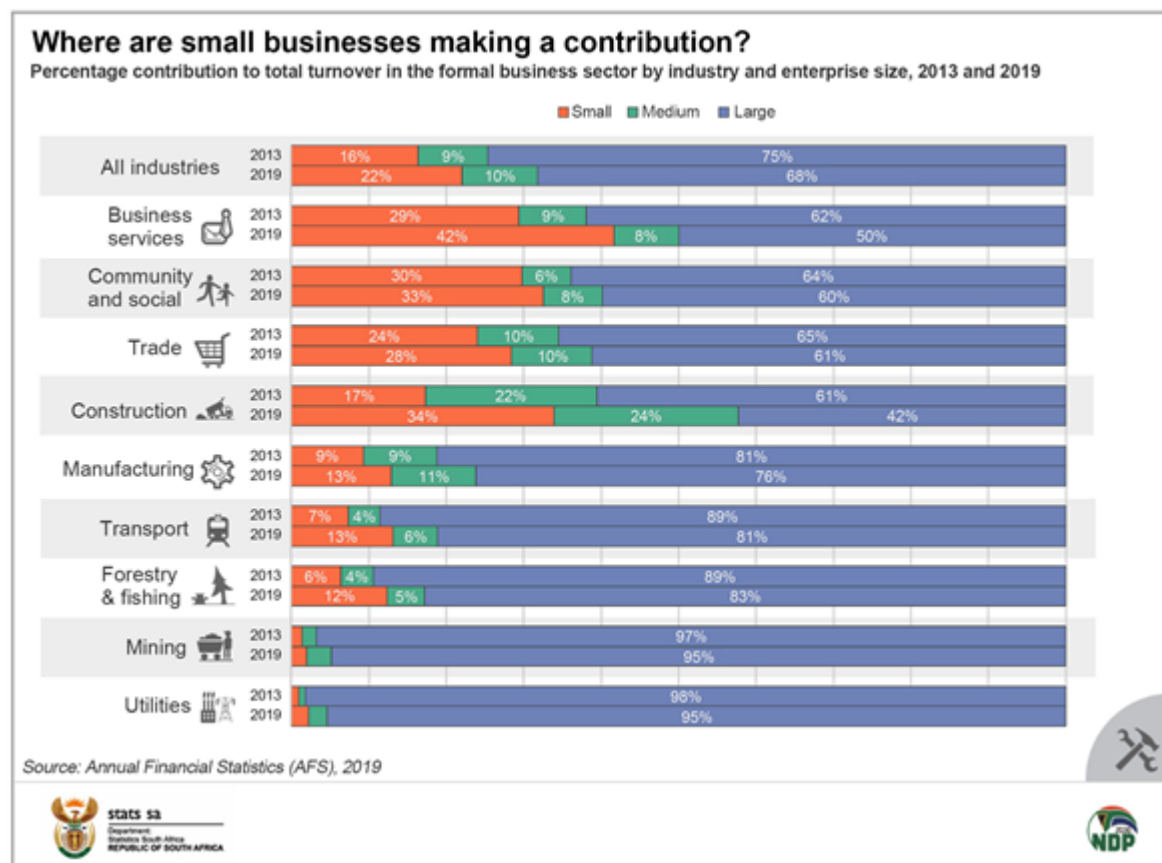


Figure (a) Small business turnover; (b) Small business contribution. * Data source: SA Annual financial statistics (AFS) 2019.

All fixed network operators are still focused on the 2B market due to its market growth (in Figure 11(a), Figure 11(b)). Now as a trend, however, the main players of the fiber market are interested in increasing the percentage of pre-paid customers in order to improve revenue and profit.

Operators Competition Analysis Report

(Fixed Network Market)

As all operators have felt that the market is transforming, they have begun to aggressively roll out fiber. For example, Vumatel delivered 500k within a year. Vumatel further grew by acquiring companies such as SADV and Fibrehoods. Vumatel not only used DFA vast network coverage but also rolled out services in territories beyond traditional middle-class neighbourhoods. They have expanded into high-density lower-income areas by deploying O/H fiber to reduce costs and shorter TTMs. They offer simple prepaid packages to lower-income areas with a limited number of ISPs and monthly top-up options.

While the ROI of the fiber market is not as good as the wireless market, all fixed network operators have to face issues that stem from heavy asset operation. Thus, the competition in the fiber market is not as tough as the competition in the wireless market. In some European countries (e.g., Romania), wireless operators are required to pay license fees while fixed network operators in those countries do not need to pay for fixed network licenses. For fiber market operators, fiercer competition comes from wireless network operators as opposed to other fixed network operators.

New Services Drivers (Fixed Network Market)

As in the wireless market, video/picture services drive the demand for broadband services (in Figure (a)-(d)). For a family subscriber, children typically like cartoons, youth prefer networked games, and adults work from home. Operators are all following the trends that changes in the 21st century bring.

CONCLUSION

There are one or three options to consider, namely, to work exclusively in the 2b business sector which also means signing up an Afrihost type of client. This means that the FNO operator services the Afrihost client's broadband requirements. Or to operate in the 2C business sector space as an ISP service provider and using a base competitor FNO broadband service from any competitor like a Frogfoot. Or lastly to consider being both 2C and 2C orientated with both wholesaling broadband to other network providers and offering end user consumers a direct broadband service solution package.

This research data can be used to make informed decisions, based on the consumer interest analysis report, which is inferred to the strategic business marketing plan. to ultimately decide which business tactical market route to pursue, based on business structure and resources available.

Market Conduct

The trend of network providers increasingly delving into financial services continued in 2021. As such, special focus has been applied to the market conduct performance of South African telcos who currently offer a product that would traditionally have come from a financial services provider.

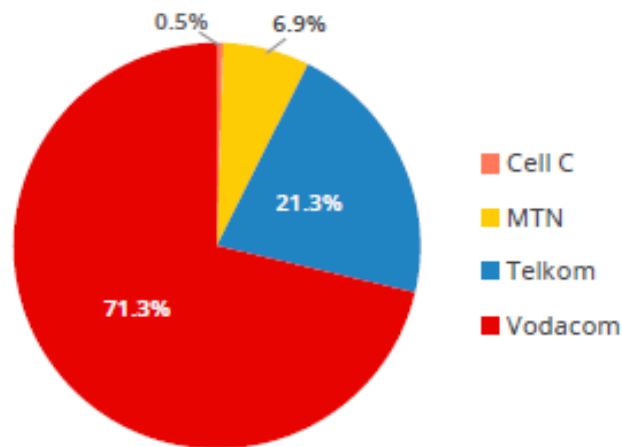
Specifically, public mentions about the financial services offering of four South African network providers, namely Cell C, MTN, Telkom, and Vodacom, were analysed to ascertain whether these telcos are adhering to the FSCA's Treating Customers Fairly (TCF) regulatory framework.

Market conduct methodology

OUTCOME	OUTCOME DEFINITION
Outcome 1: Culture & governance	Customers must feel confident that they are dealing with an institution where TCF is at the core of their culture.
Outcome 2: Product suitability	Products and services in the retail market which are sold and marketed are designed according to the needs of the customers identified and targeted accordingly.
Outcome 3: Disclosure	Customers are provided with clear information and kept appropriately informed before, during and after point of sale.
Outcome 4: Suitable advice	Advice is suitable and according to the customer's circumstances.
Outcome 5: Performance & service	Service is of an acceptable standard and products perform as customers have been led to expect.
Outcome 6: Claims, complaints & changes	Customers do not face unreasonable post-sale barriers when they want to change a product, switch providers or make a complaint.

Looking at volumes of financial services conversation, Vodacom held nearly three quarters of the share of voice, with conversation driven largely by its VodaPay super app, which launched in October of 2021.

Competitor comparison: Share of voice in financial services conversation



Telkom drove just over a fifth of the industry's share of voice. Having launched in December of 2020, Telkom's WhatsApp payment service, Telkom Pay, was the provider's main driver of financial services conversation.

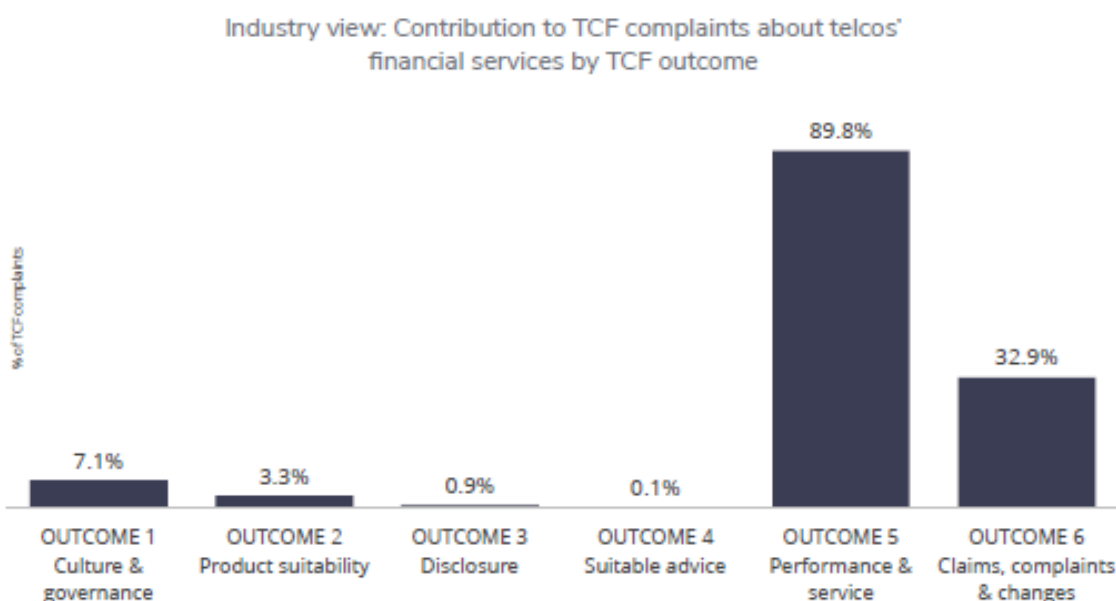
MTN held less than 10% of the share of voice, with most conversation related to the operator's Mobile Money app, also known as MoMo. The service was reintroduced in January 2020 after having been decommissioned in September 2016.

Meanwhile, Cell C saw a minimal volume of conversation, mostly driven by its device insurance offering, C Surance.

On average, one in every four mentions about South African telcos' financial services offering can be linked to one of the Treating Customer Fairly outcomes. However, financial services conversation in 2021 was largely driven by giveaways and, therefore, consisted largely of neutral engagement.

This percentage increases to an average of 79.8% when looking exclusively at negative conversation, evidencing that most complaints about financial services spoke to network providers' market conduct.

Most TCF complaints about telcos' financial services spoke to Outcome 5: Performance and service, with 80% of these complaints related to customer service.



Another commonly discussed theme was Outcome 6: Claims, complaints, and changes. 81% of conversation about Outcome 6 related to accessibility and claims, which is tied to the experience of accessing funds or making a claim.

CONCLUSION

Despite seeing an improvement in Net Sentiment from the 2020 study, South African telcos evidently still have a way to go in meeting consumer expectations. Customer experience remained a key challenge for the industry, with operational sentiment not only sitting considerably below reputational sentiment, but also worsening year on year.

Contributing to this was a persisting lack of effective social customer service, with over 60% of public priority Twitter interactions going unanswered by telcos in 2021. As consumers increasingly turn to social media for service and to voice their frustrations, telcos must ensure they have the required resources and tools in place to cater to rising demands across these platforms.

This is particularly important for telcos integrating financial services into their offerings, as additional compliance measures may apply. Interestingly, when analysing social conversation about Vodacom's super app, VodaPay; Telkom's WhatsApp payment service, Telkom Pay; MTN's mobile money app, MoMo; and Cell C's insurance offering, C Surance, eight in ten complaints spoke to the TCF framework.

Customer service issues drove the bulk of these complaints, echoing the trend seen across traditional telco offerings. Considering that the FSCA has adopted a data-driven strategy that includes the monitoring of TCF conversation on social media, improved social service with regards to telcos' financial offerings may fast become a matter of regulatory compliance.

One area in which the industry did make progress was pricing sentiment, presumably driven by the pricing cuts seen almost industry-wide in 2021 for popular products like the 1GB, 30-day data bundle. Unfortunately, the same cannot be said for network sentiment, which remained an area rife with consumer negativity.

Load shedding, was once again closely linked to network complaints, suggested that telcos are still being greatly impacted by the rolling blackouts that continue to plague South Africa. Telcos would do

well to take a proactive approach in this regard, and better utilise social channels to inform customers of possible downtime. Not only will this ensure that customers are informed but may also reduce the number of complaints received as a result.

Of note, was the limited year-on-year movement in performance for customer service and network quality in the industry. This represents a missed opportunity for individual telcos to differentiate themselves within these areas.

Service quality is and will remain critical going forward. In addition to growing in popularity, digital service channels offer telcos an affordable and effective customer touchpoint. Given the low margin environment that telcos continue to face, providers should prioritise digital customer facing processes in order to differentiate through customer experience while conserving spend.

Market Trends Dealing with Consumer Demand

Continued Fibre Network Rollout

With demand for reliable and cost-effective internet connectivity continuing to grow, fibre network operators will continue to invest in expanding their networks. What is likely to change, however, is the reduction of overbuilding that we are witnessing in several areas around the country.

The challenge is not that there are one or two operators in a single area but rather up to five operators laying their network in the same area. In such instances, the latecomers are unlikely to achieve the uptake required to make their investments worthwhile.

More competition is good for the customer: it gives them more choice and better pricing options, but the danger is that a race to the bottom will ultimately have a negative impact on both these businesses and their customers in the long run, with future investments in network expansion being reduced or deferred due to unsustainable pricing being maintained in a war of attrition.

Lastly, the allocation of spectrum by Icasa could spur an expansion of fibre networks, as operators look to provide backhaul capacity for the 5G towers that will be built on the edge.

Consolidation Among FNOs

Apart from going out and laying fibre themselves, South Africa's FNOs are now looking at growing their networks through mergers and acquisitions. Frogfoot itself grew its network with the acquisition of LinkAfrica's Western Cape fibre-to-the-home (FTTH) assets, helping solidify our presence in the Western Cape, and solidify the company's position as the third-largest fibre provider in South Africa.

We have seen several other moves in the industry featuring other players, the most recent of which has seen the Vodacom Group acquiring a strategic stake in the owner of Vumatel and Dark Fibre Africa.

Here again, those operators who are looking to expand their operations through acquisitions will have to tackle the issue of overbuild, as they look to find suitable partners with the least network duplication to their own.

Consolidation Among ISPs

Similarly, there is consolidation among ISPs – a recent example being that of Afrihost (which already has a majority stake in Axxess) buying a majority stake in Cool Ideas – and this trend is set to continue.

Increasingly, what we are seeing is that the smaller ISPs lack the volume, scale, and network capacity to effectively compete with the bigger players. Additionally, the bigger ISPs have the financial muscle to sustain the highly competitive pricing of their connectivity packages for a longer period of time, and this puts pressure on the ability of smaller ISPs to respond in a similar vein.

This pricing pressure means that ISPs will need to reduce costs, automate more of their operations in order to make their business more efficient and look at what the next sales opportunity is. Going forward, ISPs will simply not be able to sell only fibre but will need to add value on top of the connectivity layer, be it becoming IT consultants, and offering more products and solutions.

Innovative Solutions Dealing with Load Shedding

South Africans need no explanation of the havoc that load shedding is causing to businesses (including fibre network operators), and home users. Conventional redundancy solutions are increasingly taking strain from the high stages of load shedding that has been implemented around the country recently.

With more frequent power outages, batteries used in UPS systems do not have enough time to recharge before the next round of load shedding. This means that FNOs (and businesses and home users) need to turn to alternative solutions, such as renewable energy, which is abundantly available in South Africa.

New Products to improve Fibre Uptake

FNOs are also looking at additional ways of improving the uptake of fibre in areas that are already covered by their network, by providing connectivity solutions that are targeted at a more cost-conscious market, such as residents at smaller homes, renters, and students.

A pilot project, Frogfoot air, being carried out on select parts of the company's network sees the installation of a Wi-Fi-enabled subscriber gateway, which means that users don't need to purchase and install any additional equipment in order to get started.

Unlike options from some FNOs, Frogfoot is sticking to its existing model where it provides wholesale access without dictating the end-user pricing or terms – and leaving this up to the individual ISPs to decide. If successful, Frogfoot is looking to expand the concept across its entire network countrywide.

Lastly, with efforts to tackle the pandemic showing some progress, and vaccination rates increasing, we are seeing more businesses reopen their offices and staff going back. However, with these organisations having invested considerably in ensuring that their employees can work remotely, it is highly unlikely that many will go back to working onsite full time, and rather adopt a hybrid approach.

While employees might have to make a return to the office, the demand for high speed, high quality and stable connectivity at home is here to stay. Having experienced the benefits, it is unlikely that people will look to reduce their internet packages: they have now become accustomed to a certain level of experience and will not want to have this reduced in any way.

South Africa's Internet Traffic Has Boomed

In the last ten years, internet traffic in South Africa has blossomed with a growth rate of 442 000%. Largely attributed to the increase in high-definition video streaming, South Africans are spending more time online than ever before.

These days, around 70% of South Africans go online on a regular basis. This is approximately double the amount of people compared to a decade ago. Looking ahead, it is predicted that by 2027, 90% of the country will be active internet users.

Internet Traffic in South Africa

The boom in internet traffic in South Africa has been supported by higher speeds and improved fibre infrastructure. Driving internet traffic growth is the need for large file transfers, cloud computing and remote working. Thanks to increasing connection speeds, internet users can now do a lot more online. The average speed increased three-fold between 2016 and 2021, going from 6 Mbps to almost 18 Mbps.

The majority of South Africans are connecting to the internet using smart phones. Stats from May 2022 reveal that web traffic from cell phones accounted for 77% of total internet traffic. Although internet traffic continues to grow in South Africa, there is still a need to improve internet access for low-income communities.

Improving Internet Access in South Africa

Internet access is crucial for inclusive growth. South Africa needs to continue to bridge the digital divide if all its citizens are to take advantage of new digital opportunities. In response to this, the South African government aims to provide free universal internet for low-income users by 2024.

By giving free data to citizens, the government hopes to raise living standards and improve access to essential services and resources. This digital inclusion strategy includes free Wi-Fi for municipalities, digital literacy programs and zero-rated content for government sites. Although South Africa is ranked number one in Africa in terms of digital readiness, the government still has a long way to go to make free universal internet a reality.

A rise in Internet Traffic Leads to Digital Transformation

Compared to the rest of Africa, the internet in South Africa is generally more affordable and better quality. Thanks to a competitive ISP market, high quality connectivity has become more affordable. This is an essential step if South Africa is going to achieve the World Bank's objectives for digital transformation in Africa.

By 2030, the World Bank's Digital Economy for Africa initiative (DE4A) aims to have all citizens, businesses and governments digitally enabled. Economic resilience has been linked to technological advancements and connectivity. This means that as the internet improves, South Africans will be able to tackle some of its socio-economic challenges, through improved access to opportunities and resources.

Investment in South African Internet

Since the first fibre optic cables went live in 2009, there has been a massive investment in South Africa's internet sector. Locally based data centres have been a key area for investment. Current business models rely heavily on digital services, applications, and cloud-based networks. By having data centres on South Africa soil, huge volumes of data are processed more quickly. This supports economic growth and attracts further investment.

The fibre optic market is set for exponential growth. By 2027, this market is expected to reach R368.5 billion. As South Africa continues to roll out fibre throughout the country, internet traffic will continue to grow in coming years.

Internet Traffic with Fibre

Fibre networks are designed to have additional capacity. As internet traffic increases, fibre networks are able to scale up to meet growing demand. Investment and upgrades to subsea fibre optics supports internet growth in South Africa. This is good news as the increased availability of fibre means better performance and lower costs for the end-users.

More homes and businesses, even in small towns, are choosing fibre internet. Fibre connectivity is transforming rural towns and attracting remote workers. Professionals opting for the 'quiet life' are moving to so-called Zoom Towns. This has served to breathe life into small towns along the South African coast. Local businesses and communities benefit from an influx of professionals and their disposable incomes.

The growth in internet traffic in South Africa is attributed to the growth in fibre connectivity. Fibre supports high-definition web-conferencing on Zoom or Microsoft Teams. It enables multiple users in the household or office to connect at the same time.

South Africans are Becoming More Data Hungry

A few years ago, getting a gigabyte of internet every month would have been more than enough for a few emails and some instant messaging. Nowadays, a gig generally isn't enough for a day of work or a movie night at home.

We've become accustomed to binge watching TV series, having video chats with friends, gaming online and other online activities that use up lots of data. If you are a heavy internet user, you'll probably need at least 100 gigs a month to go online without worrying about running out of data.

CONCLUSION

It is concluded that due to the progressive technological advancement taking place, both globally and locally, that FNO operators and ISP operators, which make up the industry as a whole, have developed significant consumer demand as a staple technology for business and personal use.

As indicated on Page-7, Stats SA data indicating that all fixed network operators are still focused on the 2B market due to its market growth (in Figure 11(a), and Figure 11(b)). Now as a trend, however, the main players of the fiber market are interested in increasing the percentage of pre-paid customers in order to improve revenue and profit. This table illustrates the small, medium, and large industry sectors reliance on telcos and their individual sectors where the business sector is mostly spread out between small to large consumers and this is where Kryascene's target market may be, due to the diversity of consumers requiring services.

Another target market may be the utilities market of large consumers, mostly government entities such as Telkom, Eskom and SANRAL but will also include renewable energy utilities, where Kryascene would tender and can be poised to become a registered vendor partner to these entities, especially in the specialist microwave and splicing services they will provide.

It is noted in this report that internet connectivity has boomed in South Africa with a predicted 90% of South African's will demand connectivity and is a clear indication that Kryascene (Pty) Ltd is entering into a booming market with a steep upward trajectory which is due to two main reasons namely; South Africa initially lagged behind the rest of the World in connectivity and is not rapidly catching and surpassing established international markets, and due to macro consumer behaviour trends driven by COVID-19 lockdown which has pushed South African and the World on a path of technical reliance on digital connectivity for work, education and play.

Therefore, with all of the changes in the macro consumer environment Kryascene (Pty) Ltd will successfully operate within a booming market with a limited amount of telco service providers and a South African population which exceeds 55 million consumers predicted to have at least 90% relying on telco services to sustain themselves.

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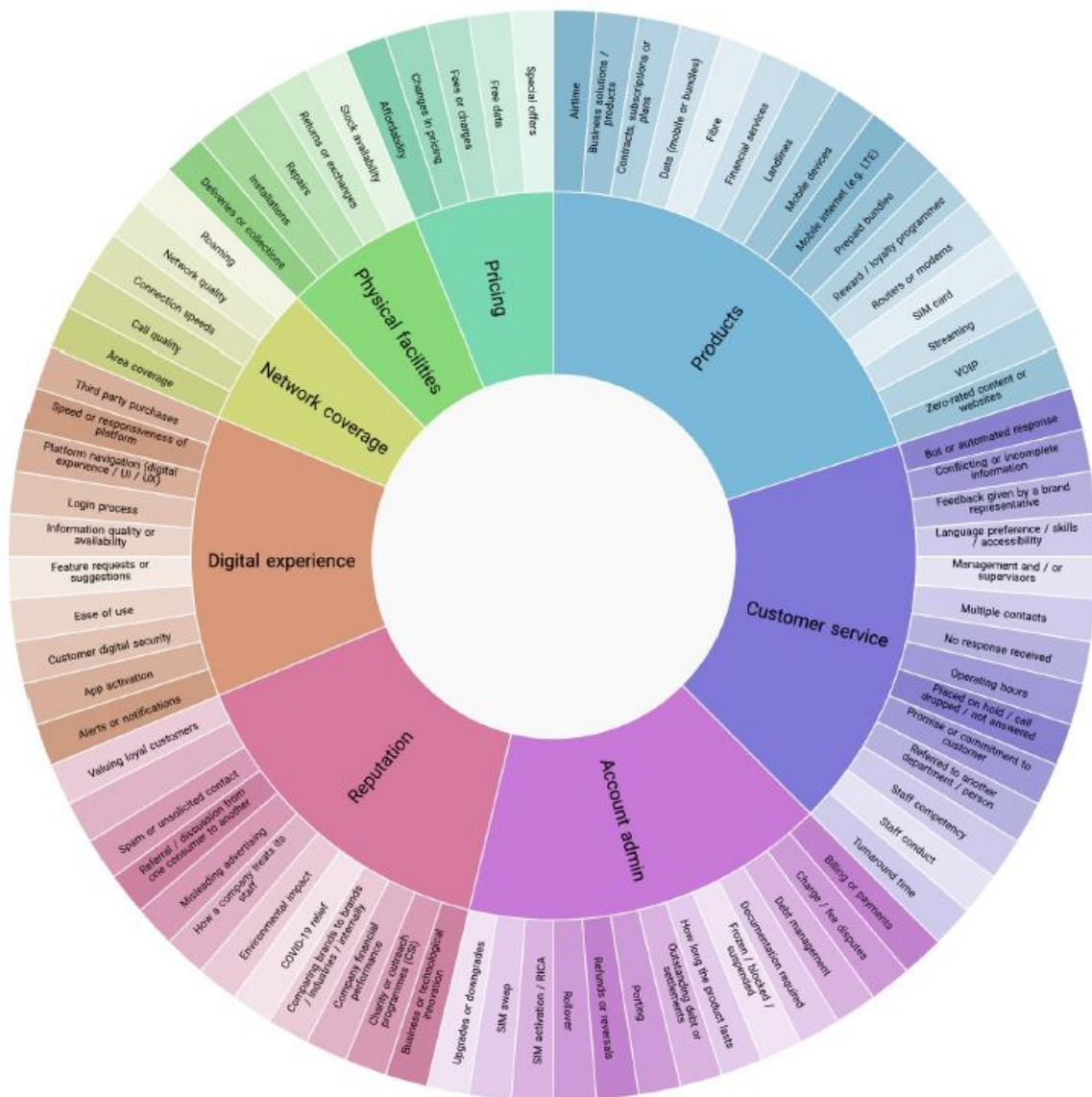
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The Final Word

I look forward to working with you. I am confident that I can meet the challenges ahead and stand ready to partner with you. If you have questions on this proposal, feel free to contact me.

Regards,

Dylan Miller
Strategic Marketing Consultant

STRATEGISE 

APPENDIX 10.1 of FORM G

[Provide the detailed reasons for the proposed transfer clearly marked Appendix 10.1 of FORM G]

EPILITE 102 cc

Reg. No: 2009/039151/23

52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Appendix 10.1 of Form G

Provide the detailed reasons for the proposed transfer clearly marked as Appendix 10.1 of
FORM G

To whom it may concern

Epilite 102 cc took a decision to transfer its I-ECS/ECNS license to Kyrascene Pty Ltd in order to pursue other business interests. Target customers saturated. Decision was made to move the business direction.

A handwritten signature in dark ink, appearing to read 'Zita Yssel', is written over a horizontal line.

Name of signatory: Zita Yssel

Designation of signatory: Director

Date: 14/09/2022

APPENDIX 11.2 of FORM G

[Provide separately and mark clearly as Appendix 11.2 of FORM G, a written undertaking given by the transferee, through its duly authorised representative, that it will comply with the applicant's Licence obligations in the event of the transfer application being approved by the Authority]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 11.2 of FORM G

Provide separately and mark clearly as Appendix 11.2 of FORM G, a written undertaking given by the transferee, through its duly authorised representative, that it will comply with the applicant's Licence obligations in the event of the transfer application being approved by the Authority

To whom it may concern

This letter confirms that KYRASCENE (PTY) LTD will comply with all the Individual ECS/ECNS license obligations if the transfer application is approved by the Authority.

We trust you find the above in order.

Regards,

A handwritten signature in dark ink, appearing to be 'Peter Moyo', is written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date: 14/09/2022

APPENDIX 12 of FORM G

[Specify any undertakings which the transferee is prepared to make in order to promote the objects of the Act, should this application be approved by the Authority. Clearly marked as Appendix 12 of FORM G]



93 Pretorius Street, President Park, Midrand, 1685

Appendix 12 of FORM G

To whom it may concern

This letter confirms that KYRASCENE (PTY) LTD undertakes to:

- encourage investment and innovation in the communications sector;
- promote competition within the ICT sector;
- promote an environment of open, fair, and non-discriminatory access to electronic communication networks and electronic communications services;
- promote the empowerment of historically disadvantaged persons, including Black people, with particular attention to the needs of women, opportunities for youth and challenges for people with disabilities;
- ensure the provision of a variety of quality electronic communications services at reasonable prices;
- promote the interests of consumers with regard to the price, quality and variety of electronic communications services; and
- promote stability in the ICT sector.

Subsequent to the approval of their transfer application, in order to promote the object of the Electronic Communications Act (“ECA”).

We trust you find the above in order.

Regards,

A handwritten signature in black ink, appearing to be 'P. Moyo', written over a horizontal line.

Name of Signatory: Peter Moyo

Designation: Director

Date:14/09/2022

APPENDIX 14.2 of FORM G

[Attach a resolution authorizing the person signing this application to sign this application.]

EPILITE 102 cc

Reg. No: 2009/039151/23
52 OLD KENT ROAD, MIDSTREAM ESTATE, 1692

Appendix 14.2 of FORM G

ORDINARY RESOLUTIONS

(In terms the Companies Act)

BY DIRECTORS OF EPILITE 102 CC

(Registration: 2009/039151/23)

The directors of EPILITE 102 CC (Registration: 2009/039151/23) made the following resolutions during a meeting of directors held at Midstream on the 15th of March 2022.

That:

1. the company sell its Individual Electronic Communications Service Licence No. 0136/IECS/JUNE/09 and Individual Communications Network Licence No. 0136/IECNS/JUNE/09, which was granted and issued to EPILITE 102 cc on the 8th day of June 2009.
2. The company hereby gives Zita Yssel (ID: 640702 0001 088) a power of authority to represent it on the sale transaction for the licenses.
3. The company authorizes ALL TECH COMPLIANCE (PTY) LTD (REG: 2020/559725/07) to submit the application and liaise with ICASA for purposes of the sale of the licenses and transfer thereof to the purchaser. The affected persons (the director and All Tech Compliance) have been duly notified of the above-mentioned board resolutions taken.

Signed at Midstream on the 15th of March 2022

LOUIS BAREND YSSEL

Director's name and surname

Director's signature

ZITA YSSEL

Director's name and surname

Director's signature

APPENDIX 15 of FORM G

[Proof of Payment]



Notice of Payment

31 October 2022

Dear REDBRICK GP (PTY) LTD

Subject: Notice Of Payment: ICASA

Please be advised that you made a payment to ICASA as indicated below.

Transaction number:	807AE27A42-1
Payment date:	2022-10-31
Payment made from:	Current account
Payment made to:	ICASA
Beneficiary bank name:	NEDBANK
Beneficiary account number:	1462002927
Bank branch code:	146245
For the amount of:	69 409.00
Immediate interbank payment:	N
Reference on beneficiary statement:	106 App Fee for ECNS

Please remember that the following applies to online banking payments to non-ABSA and Absa Vehicle and Asset Finance bank accounts.

- Payments made on weekdays before 15:30 will be credited to the receiving bank account by midnight of the same day.
- Payments made on weekdays after 15:30 will be credited by midnight of the following day.
- Payments made on a Saturday, Sunday or Public holiday will be credited to the account by midnight of the 1st following weekday.
- Payments may take up to 30 minutes to reflect in the beneficiary's Vehicle Finance Account.

If you need more information or assistance, please call us on 0860 008 600 or +2711 501 5110 (International calls).

If you have made an incorrect internet banking payment, please send an email to digital@absa.co.za

Yours sincerely

General Manager: Digital Channels

This document is intended for use by the addressee and is privileged and confidential. If the transmission has been misdirected to you, please contact us immediately. Thank you.



Notice of Payment

31 October 2022

Dear REDBRICK GP (PTY) LTD

Subject: Notice Of Payment: ICASA

Please be advised that you made a payment to ICASA as indicated below.

Transaction number:	807AE25DED-1
Payment date:	2022-10-31
Payment made from:	Current account
Payment made to:	ICASA
Beneficiary bank name:	NEDBANK
Beneficiary account number:	1462002927
Bank branch code:	146245
For the amount of:	69 409.00
Immediate interbank payment:	N
Reference on beneficiary statement:	106 App Fee for ECS

Please remember that the following applies to online banking payments to non-ABSA and Absa Vehicle and Asset Finance bank accounts.

- Payments made on weekdays before 15:30 will be credited to the receiving bank account by midnight of the same day.
- Payments made on weekdays after 15:30 will be credited by midnight of the following day.
- Payments made on a Saturday, Sunday or Public holiday will be credited to the account by midnight of the 1st following weekday.
- Payments may take up to 30 minutes to reflect in the beneficiary's Vehicle Finance Account.

If you need more information or assistance, please call us on 0860 008 600 or +2711 501 5110 (International calls).

If you have made an incorrect internet banking payment, please send an email to digital@absa.co.za

Yours sincerely

General Manager: Digital Channels

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