

Business Plan

UPD 002 Communications (Pty) Ltd
Registration No: 2020/076244/07

Fibre Deployment Project 3 Malvern, Johannesburg

Date: March 2026

1. Executive Summary

UPD 002 Communications (Pty) Ltd, a player in the Telecoms and Security Solutions industry, offers integrated technology services across customer groups. This business plan details our flagship fibre deployment project in Malvern, Johannesburg, aimed at delivering high-speed fibre-to-the-home (FTTH) connectivity to 10,700 homes. Fibre to the business (FTTB) up to 3500 units and (MDUs) Multiple dwelling Units (Flats and Complexes as well as the gated communities 4500 units

With full community approvals, strategic partnerships, and pre-identified demand, the project is technically ready and commercially viable. We seek funding of R16.5 million for Phase 1 to support network build-out, customer acquisition, and installation over the next 6 months, aiming for 30% off-take to reach break-even. At 80% uptake, projected monthly revenues exceed R3 million, ensuring attractive returns for investors.

10,700

Homes

Target residential units
Businesses
Flats and Complexes
Office parks Businesses

R15.5M

Investment

Phase 1 funding needed

30%

Break-even

Minimum customer uptake

R3M+

Monthly Revenue

At 80% uptake

2. Company Overview

Company Name:	UPD 002 Communications (Pty) Ltd
Registration No.:	[Insert Reg No]

Core Services:

- Telecommunication Infrastructure
Fibre, Wireless
- Security Systems Integration
- Network Operations
- End-user Internet and Communication Services

Mission:

To provide integrated, affordable, and high-performance communications infrastructure to underserved and developing urban communities.

Vision:

Becoming a trusted enabler of digital transformation in South African communities through resilient last-mile fibre connectivity.



3. Project Overview 3 Malvern Fibre Deployment

Project Scope:

Deployment of last-mile fibre infrastructure and connectivity packages to 10,700 residential units in Malvern and surrounding areas. Over 3500 Business combined with the organized office parks with over 4500 units of Multiple dwelling units and gated communities complexes

Key Milestones Already Achieved:



Community Approvals

All community approvals secured (via stakeholder & Councilors engagements)
SMME's consultaed



Wayleaves

All necessary wayleaves granted



Market Research

Client interest surveys completed
Community at large engaged



Strategic Partnership

Partnership sealed with Innovation Networks 3 FNO/ISP
(50/50 profit split)



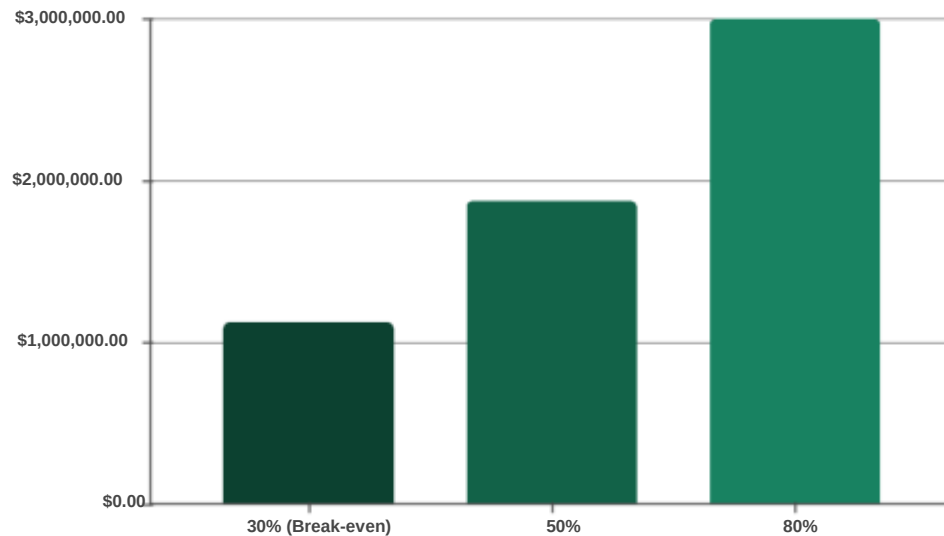
Rollout Target

Financial Validation

Confirmed: 8,700 units
2350 Businesses
3000 Units on gated communities and flats

Break-even confirmed at 30% offtake; Revenue models stress-tested

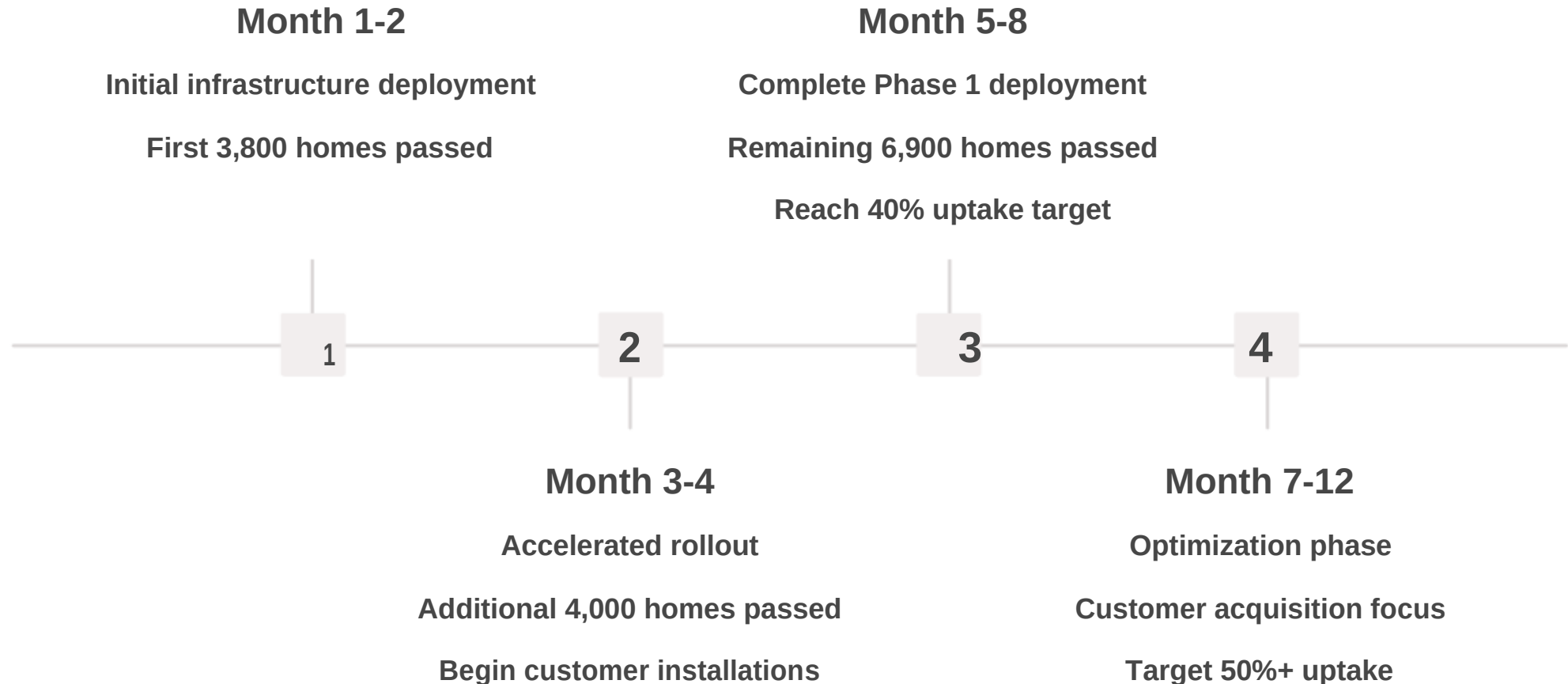
Project Economics



Investment Highlights

- Pre-approved community access
- Established partnership with FNO/ISP
- Conservative break-even at 30% uptake
- Significant upside potential at higher uptake rates
- Recurring revenue model with long-term customer value

Implementation Timeline



Market Opportunity



Underserved Market

Malvern represents a significant opportunity with limited existing high-speed connectivity options

Growing Demand

Increasing work-from-home, streaming, and digital service adoption driving connectivity needs

Community Support

Strong local backing and pre-identified customer interest through completed surveys

Competitive Advantage

Community Relationships

Established local presence and stakeholder approvals

Execution Readiness

All approvals in place for immediate deployment



Strategic Partnership

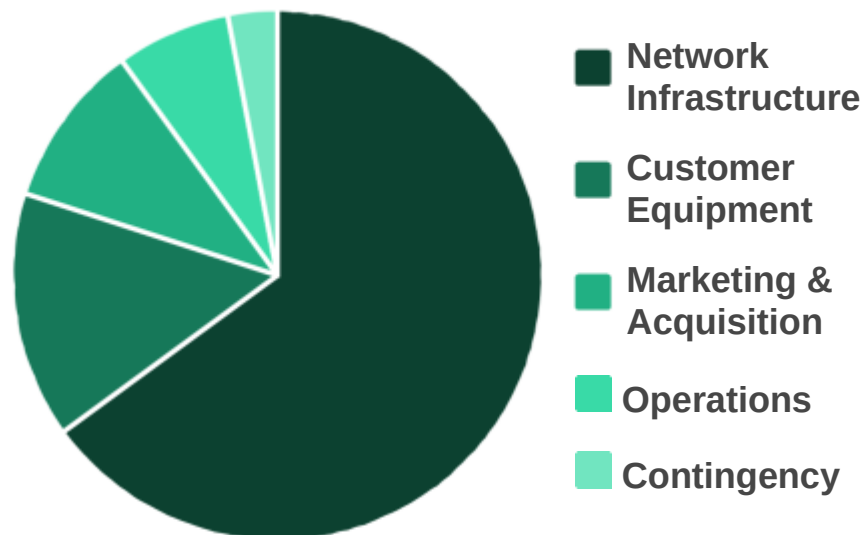
50/50 profit-sharing model with Innovation Networks

Integrated Services

Combined telecom and security solutions offering

Funding Request

R20 Million Investment



Return on Investment

Based on our financial projections:

24-36

Months

Expected payback period

25%+

IRR

At 50% uptake scenario

40%+

IRR

At 80% uptake scenario



The project offers attractive returns with significant upside potential as uptake increases beyond break-even levels.

Contact Information

UPD 002 Communications (Pty) Ltd

Address: 7749 Ngakane St, PO, 1804

Phone: 010 109 9850

Email: Admin@upd002secsolsys.co.za

Website: <https://www.upd002communications.co.za/>

Key Contacts:

[Managing Director : Dr Eric Mkhize

[Project Leader: Lindani Mphofu

[Financial Director: Thuso Nozibel]

CEO: Broman Nkosi

Administrator: Tshepo Mteto



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