



ROMANO

SUSTAINABLE SOLUTIONS



ABOUT US

We are a multi-skilled provider of a broad range of sustainable solutions, to clients who are typically large commercial, industrial or retail property owners and tenants spread throughout sub-Saharan Africa.

Our value-added offer includes the design, manufacture and installation of high-quality Signage & Print, Solar PV, LED Lighting and Modular Construction solutions, all of which are delivered on-time at a competitive price.

Our factories, having combined areas totalling nearly 10,000 m², are situated in Cape Town and Johannesburg. We have approved installers representing us in all nine provinces of South Africa, as well as various implementation partners based at strategic locations spread across Africa.

We are a Level 4 BEE-certified, wholly South African-owned company that employs more than 150 people.

The Romano Group was founded in 1952 by Romanos Romano and has since grown into one of the largest companies of its kind on the African continent.

SUSTAINABLE SOLUTIONS

SIGNAGE & PRINT



We are a leading provider of signage products to multi-outlet end-user clients from the financial, industrial, leisure, motor, petroleum, property, retail, telecommunications and transportation industries.

Our signage products function as advertising, corporate identity, information or way-finding devices, enabling our clients to communicate a variety of information and messages about their businesses and offerings.

Our wide range of exterior and interior signage products include illuminated signs, non-illuminated signs, flexible-faced signs, large pylon signs, 3-D moulded signs, and computer-cut or 3-D fabricated individual letters.

The extent of signage projects that we implement include large-scale corporate identity re-branding rollouts, on-going supply and installation contracts, full maintenance lease contracts, maintenance-only contracts and major one-off “spectacular” projects.

Although our principal installation footprint is sub-Saharan Africa, we are able to supply signage products and components to virtually any corner of the globe.

SOLAR PV



Whether you are:

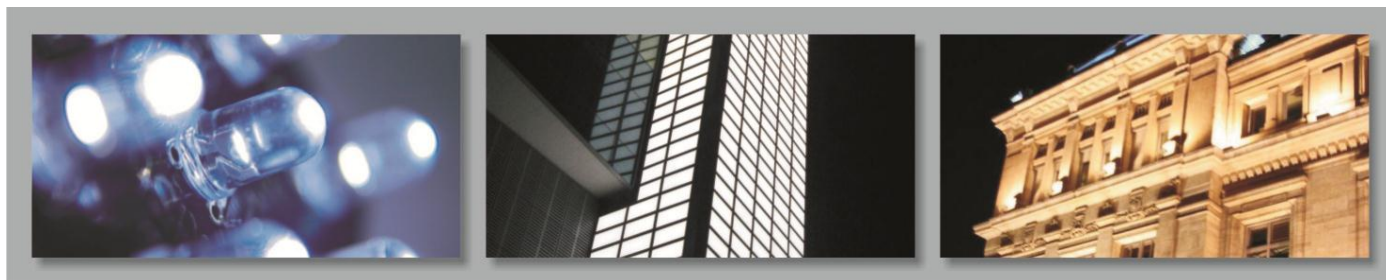
- A client wishing to acquire a commercial-scale photovoltaic (PV) solar energy system,
- A developer of a utility-scale solar park,
- A consulting firm needing practical assistance, or
- A property owner wishing to lease your land or roof-space for the purpose of housing a PV plant

We will make it all happen for you.

Our Solar PV division is an engineering, procurement and construction (EPC) contractor, specialising in the design, manufacture, assembly, installation and commissioning of ground or roof-mounted PV systems up to 100 MW. Our engineering and implementation skills cover both the DC and AC sides of the system, including grid connection. We also provide comprehensive operations & maintenance (O&M) services to ensure that your PV plant continues operating at optimum performance throughout its 25-year or longer lifespan.

In partnership with our clients, property owners and financiers, we are also a developer of utility-scale PV solar energy facilities that produce and sell energy to the electricity grid.

LED LIGHTING



Our exciting range of low-voltage LED lighting products covers the following applications: accent lighting, ambient lighting, architectural lighting, ceiling lighting, cove lighting, down-lighting, exterior lighting, feature lighting, halo lighting, mood lighting, recessed lighting, strip lighting and wall lighting.

Our customised LED lighting systems can be electronically-controlled to create subtle or lively variations in colour and intensity.

MODULAR CONSTRUCTION



Our range of Modular Construction solutions includes: Array mounting systems for PV modules, ACM and other types of cladding to building facades and other structures, ATM canopies and enclosures, bulkhead fascias, entrance canopies and awnings, exhibition stands, in-store décor, kiosks, pergolas, shop-fitted units, space frames, suspended bulkheads, and even stand-alone retail stores and banks - which are built in our factories in modular form, before being shipped, and then unpacked and assembled on site.

OUR SERVICES



Our wide range of services includes: site surveys, site drawings, landlord negotiations, local authority applications, conceptual & detailed design, prototyping, manufacture, assembly, packaging & crating, logistics (including transport & warehousing, construction & installation, operations & maintenance, system performance monitoring, and database management.

BLACK ECONOMIC EMPOWERMENT (BEE), EMPLOYMENT EQUITY (EE) AND LOCAL CONTENT (LC)

Our BEE status is currently at Level 4, which means that our South African-based clients receive 100% procurement recognition towards their own BEE scorecards when purchasing from us. Since 1st March 2009, 25.1% of the shares in our company have been and are still controlled by our HDSA (historically disadvantaged South African) employees.

We have always promoted EE practices. More than 80% of our executive and middle management staff, and nearly 100% of our operating staff, are HDSA employees.

The Romano Group is a wholly South African-owned company and therefore all added-value services that we provide contribute 100% of the LC to projects that we undertake in South Africa.

Our in-house freelancer and subcontractor development programme, which has been operating successfully for two decades, has been a major contributor to our BEE, EE and LC scorecards. Under this programme approximately 50% of our value-adding activities are undertaken by a collective of micro enterprises, most of which are owned and operated by former employees. In most cases we have contributed to the development of these smaller businesses through financial assistance and training.

CLIENT RELATIONSHIPS

Some of our major clients include: ABSA, Audi, Barloworld, Bosch, BP, BMW/MINI, Capitec Bank, Caterpillar, Cell C, City Lodge, Edcon, First National Bank, Game, Isuzu Trucks, Mediclinic, Momentum, MTN, Nedbank, Oando, Pick n Pay, Planet Fitness, Sasol, Shell, Stanbic Bank, Standard Bank, Tsogo Sun, Virgin Mobile, Vodacom and Volkswagen.

Many of our client relationships are based on long-term exclusive or preferred supplier agreements.

OUR EXECUTIVE TEAM

Alexi Romano (Chief Executive Officer) - MBA B.Com Dip.Mkt.M

Aju Dalvie (Financial Manager) - CA (SA)

Bruce Conné (Technical Manager) - Dip.Prod.M

Chris Lear (Solar PV Projects Manager) - B.Tech.QS ND.Building

Danny de Bruyn (Chief Estimator) - Dip.Purch.M

Eddie Marshall (Procurement & Safety Manager) - Dip.CPIM

Lauren Black (Marketing & PA to CEO)

Lawrence Lowe (Gauteng Operations Manager)

Lorna Hartnick (Human Resources Manager)

Theo Hope (Manufacturing Manager) - Dip.Elec.Eng.

CONTACT US

For further information visit our website at www.romano.co.za, send an e-mail to info@romano.co.za, or contact us as follows:

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