

Sri Lanka – South Africa Business Linkage Programme in Cape Town – August 2, 2010

No	COMPANY NAME	NO.OF Employees	Main products & Services	Nature of partners / buyers looking for	Brief Write-up of the Company
Light Engineering					
01	Mr. Devinda Lorensuhewa Sales Manager –Exports Kelani Cables PLC Wewelduwa, Kelaniya Tel.2911224 Fax. 2913284 Mobile – 0777 583658 E.mail- devinda@kelanicables.com	407	Indoor & outdoor power cables, Control cables, Auto cables, Data Cables, Welding cables, Submersible Pump cables & enameled winding wires	Electrical/Civil contractors, Cable importers/Traders companies who are dealing with power cables. Also electrical Traders/Traders Association / chambers	Kealni Cables is an ISO 9001-2001 certified company. The cables are subject to intensive testing according to international standards BS, IEC, IS & SLS standards before releasing to the market. The “Kelani enamel Wire” product is proud to have the UL (Underwriters laboratory) certification . The company has won many awards 2006.2007 and Crystal award for the year 2008, the Taiki Akimoto SS Gold Award 2007. Kelani have been awarded the super-brands status in the year 2008.
02	Mr. D.S. Panditha Executive Director Alucop Cables Ltd 39/1A, Galwarusa Road Koratota, Kaduwela Tel.4412000/4412004 Mobile-0714-732312 E.mail- panditha@alucopcables.com	Exe-33 Other - 209	Enameled Winding wire, Aluminium Conductor, PVC Copper cables	Importers, stockiest and distributors of enameled winding wire and other products of the company.	Alucop Cables Ltd is a manufacture of low voltage power cables, winding wires, aerial bundle conductors, Armored & unarmored cables are included in our product ranges. Also held the ISO 9001 – 2008 certification for quality management system standards.
03	Mr. N. Nirmalan (2) Manager Exports Framework Metal products (Pvt)Ltd 637/2, Srimavo Bandaranayaka Mw., Colombo 14 Tel.2385406-7 Mobile-0717 891391 E.mail-framework@sltnet.lk	19	“T” Bar Ceiling framework, Furring bar system aluminium strip ceiling, stud and track for partition.	Distributors of ceiling materials, interior decorators, dealers of gypsum boards, any type of wall boards and partition contractors. Also building materials whole contractors.	We import raw materials of GI and PPGI coils from India and China Roll of these GI & PPGI coils according to customary requirement. Our products are being used in interior and exterior application of building industry. The products are roll formed, perforated, press formed and cut to a length on a continuous CNC production line according to Bs 2994. Our finish products are very accurate in sizes and slots to match international ceiling boards products.
Software/BPO					

04	<p>Mr. Vaz Gnanam Providence Network & Solutions (Pvt) Ltd No.752/1, Dr. Danister De silva Mawatha Colombo 5</p> <p>Tel.5749575 Fax.2698232 Mobile – 0755955900 E.mail- vgnanam@providencesl.com</p>	40	Software engineering applications developments	The nature of buyers we are looking for would be any company who is interested in outsourcing their software efforts or their business consulting efforts. We have a few key projects in South Africa and are well known for our service standards	<p>Providence is a dynamic engineering and IT services provider enabling our customers to leverage our expertise in the IT arena. We have proven track record in delivering high quality software engineering products and services at lower costs using our offshore delivery model.</p> <p>The company targets to be recognized globally for its service efficiency and quality standards.</p>
05	<p>Mr. Pushya Mitra Gunawardhana Managing Director Sapientia Credit Consortium (Pvt) Ltd 260/3, Victoria Place, Elvitigala Mawatha, Colombo 8</p> <p>Tel.5337333 Fax.5337332 Mobile – 0717480909 E.mail-pushya@sapientiacc.com</p>	10	Accounts outsourcing and engineering outsourcing	<p>Prospective partners from the outsourcing industry of South Africa.</p> <p>South African companies which look forward to outsource accounts on engineering functions.</p>	<p>Stepensia Credit Consortium (Pvt) Ltd is an established outsourcing service provider in the fields of Finance and Back Office Solutions. By initially conducting and executing multi-levels of analysis for your organization based on your immediate and subsequent future needs, the company can offer you our key collateral; the “Timely Delivery of Services Contracted” through cost effective efficiencies, which are structured and delivered to all our demanding international clients. These premium customized services and exacting solutions applications are offered to all our global markets. Company directly and through its joint venture company has well established and many satisfied customers in Norway, Finland, Sweden, Denmark, UK and Singapore.</p>
06	<p>Mr. Abbas Kamrudeen CEO AKLO Information Technologies (Pvt) Ltd No.58, 42 Lane, Colombo 6</p> <p>Tel.7431052-3 Fax.2589597 Mobile-0777 789947 Email-abbas@aklomail.com</p>	52	Development of VIDLO Campus Management System, SAVIT stock brokering back office application and outsourcing.	Universities and colleges Stock broker forms	<p>AKLO is the brainchild of a team of highly skilled professionals from the industry who saw the need for an independent specialized software house dedicated towards achieving technological excellence. We are mainly focused on the education sector with the VIDLO University Management Solution and finance sector with SAVIT back office brokering application. We have worked with government projects as well as multiple foreign projects, universities based in Singapore. We are planning to penetrate Australian and African market in coming years.</p>
Coir Products					
07	<p>Mr. M.C. De Zoysa Managing director M.C. Enterprises (Pvt) Ltd No.509, Idantota Ambalangoda</p> <p>Tel.5627492 Mobile – 0777-900029 E.mail-mce@slt.net.lk</p>	1050	Coir & coir based products	<p>Buyers deals with the products mentioned in medium scale quantities.</p> <p>Geo-textiles, coir, coir yarn, coco pith, Husk chips and fresh coconut</p>	

08	<p>Mr. S.B. Kiridena CEO Uniceyl Marketing Services (Pvt) Ltd 60, Kassapa Road, Colombo 5</p> <p>Tel.2504166 Mobile – 077-2628450 E.mail-uniceyl@slt.lk</p>	36	<p>Coir fibre, Coir Pith (coco neat) Substrates for hydroponics & protex agriculture, Green House growers, Geo-TeX, Husk chips, Nursery pots, Plant poles, cut fibre compost</p>	<p>Import and distribute our products Possible joint venture</p>	<p>Have been in the export business of value added coir and coco peat, husk chips and geo-tex since 1986. SEMA granted us 9 acre land in Dankotuwa, Chilaw Plantations to develop new industry to increase exports of value added coir & pith products and provide more employment. More machinery & equipment are to be installed in 2010, to increase capacity.</p>
09	<p>Mr. Mahesh Perera Romakra International (Pvt) Ltd 1/400, Old Road Kottawa Pannipitiya</p>	19	<p>Manufacturing coir fibre products</p>	<p>Buyers, stockiests and distributors of coir fibre products</p>	<p>Remakra Intl. (Private) Ltd, registered as a limited liability company under the companies Act. NO.7 of 2007, consists with three Directors. It operates exports of Ceylon Coir Fibre products in Sri Lanka.</p> <p>Coir fibre and coco peat are extracted from well seasoned coconut husks soaked in the pit extracted from coconut husk, being supplied as pressed bales, twisted and coir twine form for various requirements in the industry.</p>
Rubber Products					
10	<p>Ms. Piumangani Seneviratne Manager-Shipping Samson International PLC Akuressa Road, Bogahagoda, Galle</p> <p>Tel.4933945-7 Mobile-0777 815080 E.mail- piumangani@samsonint.com</p>	262	<p>Extruded & moulded rubber products Any sort of technical rubber products. Also able to develop customized rubber products</p>	<p>Looking for potential buyers who are interested in purchasing the extruded & moulded rubber products manufacturers</p> <p>Also interested to meet potential customers who are able to promote the products to South African market and neighboring countries. Search for possible joint ventures .</p>	<p>More than 20 years experience in exporting extruded and moulded rubber products to destination world over, we have gained a well experienced & remarkably efficient management team as well as a well trained team of employees, who are able to cater towards achieving the company targets while providing customer satisfaction at all times.</p> <p>We are a sister company of the world renown DSI Samson Group of Companies and are capable of manufacturing goods according to high quality standards with a professional service.</p> <p>We have received a numerous recognition awards for our exports and one of our major products, has been granted the Kite Mark License form the British Standard Institute. Our production system is in accordance with the ISO 9000 – 2008 Quality Management system standards.</p> <p>New investment of installing a sophisticated continuous microwave line which is capable of manufacturing high tech rubber extrusions, beading & profiles, we hope to expand our marketing segments by catering to the Automotive industry, construction industry & to the customer requirements of high tech rubber products.</p>

Food Products					
11	<p>Mr. Rasika Leelananda Group Accounts Manager Madampe Mills Ltd #36, Hill Street, Dehiwela</p> <p>Tel.2715726 Mobile 0777 483296 E.mail- rasika_usmotor@yahoo.com</p>	85	<p>Manufacturers of desiccated coconut, coconut oil, copra, fresh coconut, charcoal</p>	<p>Manufacturers of food products which require desiccated coconut.</p> <p>Trading companies which trade in Food products for supermarkets and any other interested parties.</p> <p>Investors who are looking forward in investing in Sri Lanka on any coconut based products and services to join as partners.</p> <p>Any trading company which trades in any coconut based products.</p>	<p>Manufacturers of many coconut products. Currently we supply local exporters these produce for the purpose of export. We employ more than 80 workers and mainly village people with un skill labor. We train regularly of skilled labor.</p> <p>Many social services are provided to our workers including the village. We look forward in continuing are services to our village and country as we are the 3rd generation in our business which is one of the oldest traditional manufacturing business in the country . Our produce is exported and brings a foreign income. We hope to find new markets and manufacture a finished product.</p>
Printing & packaging					
12	<p>Mr. Dinesh Kulatunga Printel (Pvt) Limited 21/11, 4th Lane, Araliya Uyana Depanama, Pannipitiya</p> <p>Tel.2850280 Mobile-0777381335 E.mail- dinesh@printelsrilanka.com</p>	42	<p>Books. Corporate Annual Reports, Company Profiles, Brochures, Product catalogues, diaries, Calendars, Stationery</p>	<p>Buyers who need high quality printing services and prospective partners.</p>	
Ayurvedic Products					
13	<p>Mr. Tharanga Perera Production Manager Link Natural Products (Pvt) Ltd 199, CIC House, Kew Road, Colombo 2 Tel. 2409294 Mobile – 0773 295037 E.mail- tharanga@linknaturalproducts.com</p>	375	<p>Ayurvedic Pharmaceuticals, Herbal health care products, Herbal cosmetics, Essential oils</p>	<p>Organizations interested in direct import of herbal products from Sri Lanka</p> <p>Organizations interested in forming partnerships for promoting herbal products</p>	<p>Established in 1982, Link Natural products is a research based organization which manufactures high quality herbal integrating Ayurvedic knowledge with modern technologies. It produces herbal health care products, herbal personal care products, Ayurvedic Pharmaceuticals and natural essential oils, and is exporting its products since 1984. At present Link Natural earns 25% of the turnover from exports and expects a 100% growth in 03 years.</p>

14	<p>Mr. nayana D Serasinghe Chief Executive Officer Dinota Information Technologies (Pvt) Ltd 2nd floor, 126, High Level road Nugegoda</p> <p>Tel.2818081 Fax.2818085 Mobile – 0777385575 E.mail-nayanas@dinotait.com</p>	26	Enterprise mobility, Field force automation & mobile content management (mCMS)	<p>Potential Partners</p> <ul style="list-style-type: none"> • Systems integrators, consulting houses, ERP vendors/implementers • Mobile operators, MVNO's • Mobile Device vendors targeting enterprise market <p>Direct Buyers</p> <ul style="list-style-type: none"> • Any organization with a team of field workers 	<p>Company has been a forefront of providing enterprise mobility solutions to organizations across the Asia Pacific region. Dinota has successfully executed several projects in complex environments and the technical skills coupled with extensive domain experience acquired through multiple implementations position Dinota to handle event he most challenging of implementations. Dinota's content management platform is used by Telcos to deliver mobile content to their subscribers. Dinota's customer base is spread across several countries including Australia, New Zealand, Thailand, Cambodia, Hong Kong, Philippines, Singapore, South Africa and Sri Lanka.</p>
	Porcelain Tableware				
15	<p>Mr. Poorna Pemasena Senior Manager – Intl. Marketing DANKOTUWA PORCELAIN PLC Kurunegala Road, Dankotuwa</p> <p>Tel.031-4879725 Mobile- 0777 878128 E.mail-poorna@dankotuwa.com</p>	799	Porcelain tableware	<p>Need to find a good partner in South Africa to promote and to represent Dankotuwa in south African region market.</p>	<p>Our company is an ISO 9000/2000 certified company and it is an associated company of international Ceramics Inc. Japan. Our porcelain body is fully vitrified and is one of the whitest porcelain in the world. Its high translucency and double fired scratch resistant glaze ensures complete customer satisfaction.</p>