



STRENGTH IN DIVERSITY



www.ramco-group.com



PASSION
QUALITY

35

COMPANIES

The Ramco Group was founded in 1948 as a hardware store in downtown Nairobi and has since grown into a privately owned group of 35 companies across 4 East African countries. The Group now employs over 3,200 people with an annual turnover exceeding USD 250 million and operates in 5 distinct sectors - Print, Hardware, Office Supplies, Services and Manufacturing. Each company within the Group is recognized as a driving force within its sector, driven by our passion for world-class customer service and quality at every level.

vision.





OUR SECTORS

- PRINT
- HARDWARE
- MANUFACTURING
- STATIONERY
- SERVICES



“ The success of any business lies not only in the quality of its products or leadership, but in the entirety of commitment and enthusiasm of every individual in the company. If we constantly strive to be better, success can be the only outcome.”

KIRIT PATEL
Chairman

What We Are About...

At the core of all our companies is a customer driven focus that some may say borders on an obsession! We strive to develop close and long term relationships with both customers and suppliers alike with a vision to leading industry change and responding quickly to customer needs. As a Group, we aspire to deliver quality, consistency and fair pricing with honest communication and we seek partnerships with those who desire these values.

Built on Strong Foundations

Our professional human resource policies have seen our team expand to over 3,200 people. This team has proven to be the greatest strength in our group. The synergy developed between our companies leads to better economies of scale and often results in clients engaging with more than one company in the group as their suppliers.

Sustainability for the Future

Sustainability is a key driver for our business and finds its expression in a wide range of environmental causes, practices and endeavors that we support. Energy efficiency and cleaner production methods are a constant focus in all of our manufacturing units.

We believe our people are our greatest asset and form the foundation of every company. We continually seek to employ the best people and empower them with resources and direction to ensure growth and continuity of our customer focus. Our passion for people, teamwork and relationships inspires our Group Philosophy - "Every Relationship is Family and Family Comes First."

Delivering Personalised Service

Underpinning every one of the companies within the Ramco Group is our customer-focused ethos. With such diversity under one roof, Ramco Group achieves a combined size that brings enormous benefits to our clients. It also allows our individual businesses to maintain the outlook of a small enterprise and to deliver a truly personalised service to every one of our clients.

Social Responsibility

We believe that the community that we operate in has played a significant role in our development. In acknowledgment of this, we undertake various projects in education, development and well being within the Group and for the community in general.



FAMILY
PEOPLE
TEAM
COMMITMENT
INTEGRITY

All Things Print

We have a strong presence in the printing sector from creative concepts through to the finished printed product, promotional material and branding. Our continual investment in technology drives print quality and product innovation that extends our customer reach beyond Kenya.



Ramco Printing Works Ltd

As one of Kenya's largest printers, Ramco Printing delivers innovative printing solutions for sheet fed print, silk screen print and digital print-on-demand. The company also stocks and brands promotional items for corporate Kenya. The company has two state-of-the-art production facilities in Nairobi combined with a committed team of over 300 people to deliver consistent quality on a daily basis. Ramco Printing is a Kenya Superbrand 2010.

www.ramcoprinting.com

Polythene Industries Ltd

Polythene Industries is one of Kenya's leading manufacturers of printed polythene and flexible packaging solutions. The company extrudes and prints on a variety of substrates and supplies customers in the FMCG, industrial and horticulture sectors. Quality and product consistency are the driving forces for the company which exports over 20% of its total production.

www.polythene.co.ke

Platinum Packaging Ltd

Platinum Packaging is the gravure printing division of the Ramco Group. It is one of the largest flexible packaging manufacturers in East Africa and prints, laminates and creates flexible pouches for every kind of food product, confectionery, soaps and detergents. The company exports across Africa and has a reputation for introducing new and innovative packaging ideas.

www.ppl.co.ke

Marketpower International Ltd

Marketpower is an instant-print provider that delivers quality printing on time for short run printing and branding. The company has specialised in personalised printing as well as retail, office and vehicle branding. Their online brand SnappyPrint.co.ke is the first web2print solution in Kenya that allows customers to order and design online. The company has 3 outlets in Nairobi and is a KPMG Top 100 company 2011 - 2012.

www.marketpower.co.ke

Flexoworld Ltd

Flexoworld produces digital and conventional flexo printing plates for label, polythene and corrugated printers. In addition, the company recycles its own chemical waste, the waste of its competitors and customers for resale. Flexoworld is a joint venture between UK based York Repro Graphics, Interlabels Kenya and the Ramco Group.

www.flexoworld.co.ke

ASL Packaging Ltd

ASL Packaging produces corrugated cartons and expanded polystyrene boxes for the FMCG, horticulture & fish export sectors. They also manufacture polystyrene insulation for cold rooms and for sound proofing. With a focus on constant innovation, the company strives to deliver new packaging solutions, value for money and consistent quality.

www.aslpackaging.co.ke

Broekhof Africa Ltd

Broekhof Africa sells packaging and accessories for the flower and plant sector in East Africa. The company is a joint venture between Ramco Group and Broekhof Holland who have over 40 years of experience in this sector.

www.broekhof.nl

Packaging



General Print



Promotional, Branding & Outdoor



Ovidian Advertising & Design Ltd *Kenya, Uganda, Rwanda*

Ovidian is the leading digital and silk screen printing company in Kenya with further operations in Uganda and Rwanda. Their custom approach to designing and prototyping in wood, metal, acrylic and glass allows them to deliver unique branding solutions and displays for retail and signage applications.

www.ovidian.co.ke

The Print Store Ltd

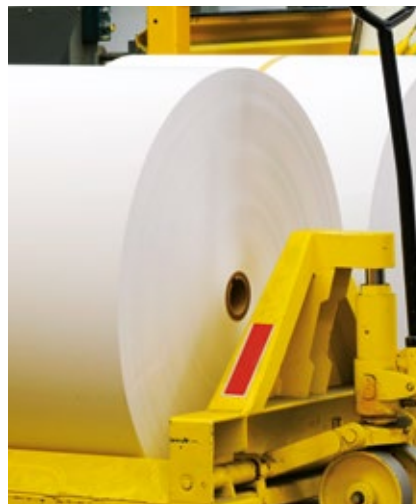
The Print Store imports and stocks a variety of papers and boards for the printing and converting industry and cuts to customer requirements. The company was started to meet the demands of printers, converters and retailers in the Kenyan market but has since expanded to supply the greater East African community.

www.printstore.co.ke

EcoPallets Ltd

EcoPallets market a patented corrugated pallet to replace its wooden equivalent. This revolutionary solution is strong, light weight and environmentally friendly in addition to being very cost effective.

www.ecopallets.co.ke



PRODUCTS & SERVICES

Packaging:

Inner Cartons, Paper Labels, Self Adhesive Labels, Corrugated Shipper Cartons & Trays, Polystyrene Thermo Boxes, Flexible & Resealable Packs, Carry Bags, Flower Sleeves & Bags, Corrugated Shipping Pallets

Stationery:

Corporate Stationery, Continuous Computer Stationery, Office Stationery Management

Publications:

Magazines, Annual Reports, Educational Books, Newsletters

Marketing Material:

Calendars, Diaries, Posters, Leaflets, Fliers, Brochures, Profiles, Banners, Point of Sale Material, Vehicle & Office Branding, Signage, Billboard printing, Retail Displays, Print-on-Demand, Variable Data Print

Branded Promotional Items:

T-shirts & Clothing, Caps, Mugs, Pens, Rulers, Mouse Pads, Umbrellas, Gift Bags, Clocks, Sports Bottles, Desk Accessories

All Things To Build

We have 12 retail and wholesale outlets across Kenya, Tanzania and Uganda, supplying hardware and building supplies to both end users and traders. We import numerous finished products from around the world and represent many global brands in the East African region.



ASL Ltd - Trading Division

ASL Ltd - Trading Division is the leading building supplies super store in East Africa offering a large variety of both local and imported construction raw materials, fittings and fixtures and electrical products. With 3 comprehensive showrooms in Nairobi, ASL Trading serves as a competitive and reliable, one-stop solution to wholesalers, developers & builders. ASL Ltd was awarded Superbrand status in 2012.

www.asl.co.ke/trading

Ramco Hardware Ltd

Ramco Hardware is a leading hardware dealer based in Nairobi supplying building and maintenance materials to commercial and residential property owners. The company serves as a reliable one-stop solution for building supplies by stocking a comprehensive range of local and international brands combined with a passionate workforce that is committed to delivering on time.

www.ramcohardware.co.ke

Juma Hardware Store Ltd

Juma Hardware Store is a leading hardware wholesaler based in the heart of Nairobi. By maintaining a focus on quality products and customer satisfaction, the company has been able to maintain its leading role in the competitive hardware industry. The company delivers directly to building sites.

www.jumahardware.co.ke

ASL TZ Ltd Tanzania

ASL TZ is based in Dar es Salaam, Tanzania and is the leading supplier of hardware and ancillary products to the construction, manufacturing, wholesale and retail sectors in Tanzania. Using its strong relationship with ASL Trading in Kenya allows the company to provide a comprehensive and varied product range to its clients.

www.asl.co.tz

Crown Classics Ltd

Crown Classics imports and distributes a variety of water proofing products, chemicals and additives for the construction industry. The products either serve to extend the life of a building or help to repair an unprotected building.

www.crownclassics.co.ke



ASL Hardware Ltd Uganda

ASL Hardware is based in Kampala, Uganda and is the expansion of ASL Trading into the Ugandan market. The company offers a comprehensive range of building and hardware supplies to the construction sector in Uganda. The company also distributes Crestank in the region - a brand of sister company, Kentainers. ASL Hardware serves as a one-stop supplier to the building industry in Kampala.

www.aslhardware.co.ug

Sanitary Ware



Electrical Goods



Fittings



PRODUCTS & SERVICES

Bathrooms & Kitchens:

*Taps & Tiles, Baths, Sinks & Showers,
Bathroom Accessories*

Electrical Goods:

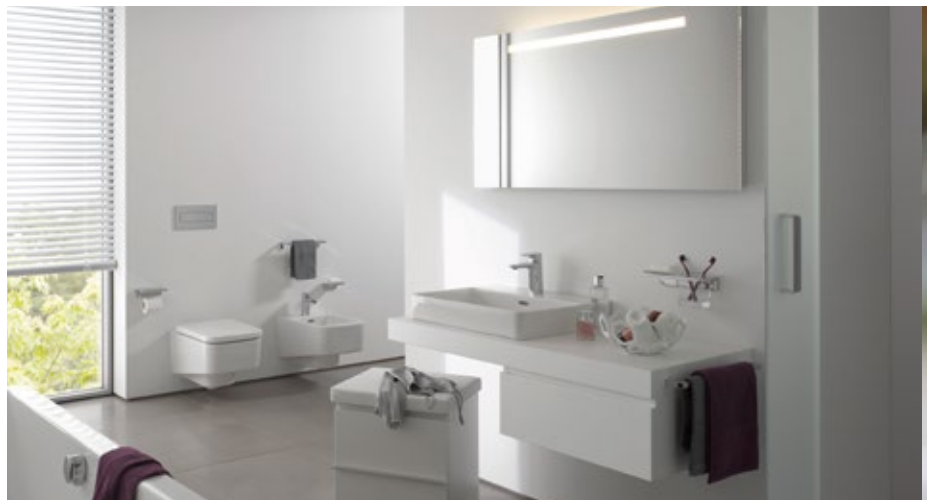
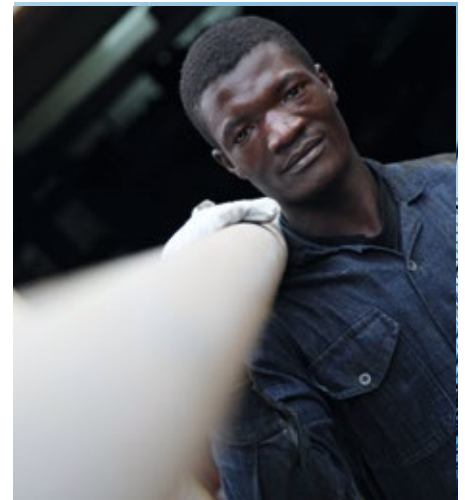
*Cables & Switches, Conduits & Piping,
Lighting, Sockets & Plugs*

General Building Consumables:

*Steel & Cement, Paints & Wood, Roofing &
Floors, MDF Boards & Ceilings, Fencing &
Plumbing, Doors, Handles & Lock, Tools &
Accessories, Water Tanks, Water proofing
products, Grouts, Sealants, Hardeners*

Authorized Distributors for :

*Pegler, Vado, Havells, Sona Ceramic, Sterling,
Europlus, C&S, Pakai, Handy, Sterling,
Eurotech, Lecico, Grohe, Knaufl, Laufen,
Ariston, B Meters, RAK Ceramics*



All Things We Manufacture

We have 7 manufacturing companies in the stainless steel, plastics, cables and chemical sectors. All companies import and process their raw materials before passing the finished products through a countrywide distribution network. Quality and environmental sensitivity are at the heart of each of our manufacturing plants.



ASL Ltd - Wire & Cable Division

ASL Ltd - Wire & Cable Division manufactures PVC insulated Flame Retardant electrical and armoured cables for use in homes, factories and offices. In addition the company manufactures aluminum conductors for the transmission of grid power. A unique product feature is the Flame Retardant insulation coating that provides customers added safety and protection. ASL Ltd was awarded Superbrand status in 2012. ASL Cables is ISO Certified.

www.asl.co.ke/wire-and-cable

Kentainers Ltd

Kentainers manufactures rotationally molded products which include water storage tanks, bio digesters and dry and eco-sanitation toilets. For 25 years, the company has strived to enrich lives by enabling households to access clean water and to practice safe sanitation. KENTANK is Kenya's premier tank brand and is a household name associated with affordability and longevity. Kentank was awarded Superbrand status in 2012.

www.kentainers.co.ke

ASL Ltd - Heavy Fabrication Division

ASL Ltd - Heavy Fabrication Division (HFD) fabricate industrial scale, customized stainless steel solutions such as mixing, storage and delivery tanks for the pharmaceutical, dairy, agriculture and hospitality industries. They also import, distribute and service commercial kitchen equipment for restaurants, hotels and fast-food outlets. The company represents many global leading brands in this sector and provides its customers with reliable after-sales support. ASL Ltd was awarded Superbrand status in 2012.

www.asl.co.ke/heavy-fabrication

Astral Pipes Ltd

Astral Pipes manufacture plastic PVC pipes and fittings for liquid transportation. Their residential and commercial plumbing pipes are lead free and factory chlorinated for use with potable water. They are quick to install and have a 50+ year life expectancy. In addition to plumbing applications, specialty pipes are made for loop lines, boreholes, drainage, sewer and fire sprinkler systems.

www.astralpvc.co.ke

ASL Ltd - Steel Division

ASL Ltd - Steel Division is the largest importer and stockist of stainless steel in Kenya. The company sells stainless steel raw sheets, rods, tubes, angles and pipes in addition to fabricating them into a variety of finished products such as chaffing dishes, tea urns, kitchen sinks, urinals and tanks. Their showroom in Industrial Area provides a good showcase of their full range of products. ASL Ltd was awarded Superbrand status in 2012.

www.asl.co.ke/steel

Ramco Chemicals Ltd

Ramco Chemicals manufacture chemicals for the paint and building sectors in both bulk and retail pack sizes.

www.ramcochem.co.ke

Steel



Plastics



Cables



PRODUCTS & SERVICES

Stainless Steel:

Sheets, Rods & Pipes, Chaffing Dishes, Swimming Pool Ladders, Safety Rails, Urinals & Bins, Mixing & Cooling Tanks, Milk Truck Storage Tankers, Dairy Processing Equipment, Refrigerated Displays, Ovens, Commercial Kitchen Fitouts, Juicers & General Kitchen Equipment

Plastics:

Storm Water & Sewage Piping, Agricultural & Borehole Piping, Domestic Plumbing Pipes, Fire Sprinkler Piping, Roto Molded Water Storage Tanks, Bio Digesters, Dry Sanitation Toilets

Cables:

Building & House Cables, Armored Cables, Flex Cables, Aluminum Conductors, Automotive Cables

Chemicals:

Glues, Thinners, Turpentine, Putty, Wood Preservatives

All Things Office

Within Kenya, we have 17 retail outlets across 3 brands in the office supplies and stationery market. In addition we import and distribute office supplies, stationery, I.T. peripherals and office automation products across 4 East African countries, representing many global brands and providing strong after-sales support through our network of service centers.



Sai Office Supplies Ltd

Kenya, Uganda, Tanzania, Rwanda

Sai Office Supplies is a direct importer, wholesaler and distributor of office automation products, stationery, I.T. and media peripherals and paper products. With offices in 4 East African countries, their network delivers quality global brands backed by unmatched after-sales support centers. Sai Office is the authorised distributor for APC, Epson, Fellowes, Lenovo, Pelikan, D-Link, Su-Kam, Hitachi Industrial UPS's, Ortea, Office Point, Excel Networking, Brother, among others.

www.sai-office.com

Office Technologies Ltd

Office Technologies is a provider of office automation services to corporate Kenya. Their innovative approach gives customers the flexibility to choose between direct or indirect sales and services. The customer help-desk is one of the most efficient in the country, delivering unparalleled after-sales support and service. OTL represents global brands such as Canon, DELL & Toshiba, Intermec & Hisense-Hitachi, Sharp, Mercury, Rowe & Rongda.

www.officetechnologies.co.ke

Lino Stationers (Africa) Ltd

Lino Stationers (Africa) Ltd is a pioneer in the stationery business in Kenya, having operated for over 40 years. With their foundations in office stationery supplies to corporate Kenya, they have diversified into I.T. solutions. The company has built a reputation for carrying a large variety of stock at affordable prices supported by a friendly client service team.

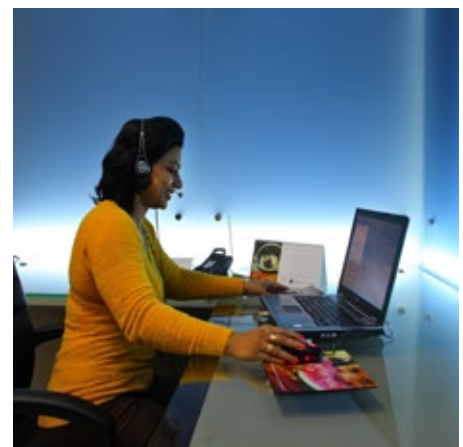
www.linoafrica.com

Office Mart Ltd

Kenya, Tanzania

Office Mart is a retailer of office stationery and I.T. supplies with 5 outlets in Nairobi. Behind its reputation as an affordable and reliable supplier is an energetic team committed to building long term partnerships with its customers. Office Mart is the official retail partner for HP, DELL, Acer, Samsung, Microsoft & Epson.

www.officemart.co.ke



Seal Honey Ltd

Established in 1992, Seal Honey is a leading retailer of office and school stationery, I.T. hardware, computer consumables, furniture and office automation products. The company currently has 10 retail outlets in Nairobi, Mombasa, Kisumu, Nakuru, Kakamega and Eldoret. With a product range of over 2000 items, the company services the stationery needs at a retail, corporate and institutional level.

www.sealhoney.com

Stationery



I.T. & Electronic Equipment



Office Furniture



PRODUCTS & SERVICES

Stationery:

Office, Home and School Stationery, Filing & Organizing solutions, Writing Tools, Kids Crafts

I.T. & Electronic Equipment:

Computers, Servers & Laptops, Printers, Inks & Toners, I.T. Hardware & Software, UPS Power Supplies, Computer Accessories & Cables

Furniture:

Desks, Chairs, Boardroom Tables, Receptions, Storage Cabinets

Specialized Office Equipment:

Photocopiers & MFP, Large Format Printers & Scanners, CCTV Surveillance Systems, Air Conditioners, Cameras, High Speed Scanners

Authorized Distributors for :

APC, Epson, Fellowes, Lenovo, Pelikan, D-Link, Su-Kam, Hitachi Industrial UPS's, Ortea, Office Point, Excel Networking, Brother, Canon, DELL & Toshiba, Intermec & Hisense-Hitachi, Sharp, Mercury, Rowe & Rongda



All Things Service

A customer centric approach is at the heart of all our companies and none more so than our Travel Agency, Hire Purchase company and our ICT Consulting operation. All 3 service companies strive to meet customer needs and offer alternative solutions in a fast, friendly and accountable manner.



Travelshoppe Company Ltd

Travelshoppe is a fully-fledged IATA travel agency with 3 branches that has built its reputation on personalised, reliable service that offers its clients creative alternatives for their business or leisure travel. Travelshoppe is a KPMG Top 100 company 2010 – 2013.

www.travelshoppe.co.ke

ICT Africa Consulting Services Ltd

ICT Africa is a consulting company which provides unbiased, professional and quality consulting services for Software, ERPs, Hardware, Networking, Business Intelligence/ Dashboards, Internet Security, Mobile Applications and Cloud Computing as well as customised solutions based on individual client needs.

www.ict-a.com

ASL Credit Ltd

ASL Credit was formed in 2007 to service the niche sector of hire-purchase financing for assets and new vehicle purchases. The company services a diverse clientele across Kenya and has built its reputation on flexible and swift decision making. ASL Credit is a KPMG Top 100 company 2012-2014.

www.aslcredit.co.ke

SERVICES

Travel:

*International Flight Reservations,
Domestic Flights & Safaris,
Overseas Holiday Packages, Group
Event Management, Visas, Car Hire*

Hire Purchase:

*Vehicle Financing, Asset Financing
Re-Financing Solutions*

ICT Consulting:

*Reliable ERP Advice, KPI Dashboard
Setup, ERP Installation Management
Hardware Evaluation, Networking &
Mobile I.T. Setup*

OUR FAMILY

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