

REAL MECHANICAL REFRIGERATION EAST AFRICA LTD



www.realrefrigerationea.com

COMPANY PROFILE

Tel: +254726208500

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INTRODUCTION

At Real Mechanical and Refrigeration East Africa Ltd , we are your trusted partner in delivering innovative and reliable HVAC, air conditioning, and refrigeration solutions across Kenya and East Africa. Our journey began in 2019. Driven by a passion for excellence and a desire to expand our capabilities, we underwent a transformative journey, evolving into a Limited Company and rebranding as Real Mechanical and Refrigeration East Africa Ltd . This pivotal transformation has enabled us to significantly broaden our scope of services and clientele. Today, we proudly serve a diverse range of sectors, from residential homes and commercial establishments to large-scale industrial facilities and specialized industries such as pharmaceuticals, aviation, and energy.

Our growth over the years has been fueled by a team of highly skilled professionals who are dedicated to meeting the unique temperature regulation needs of our clients. At Real Mechanical and Refrigeration East Africa Ltd, we believe that optimal temperature control is not just a luxury but a necessity for ensuring product freshness, comfort, and operational efficiency.

As a company, we take immense pride in our ability to adapt and innovate, ensuring that we remain at the forefront of the refrigeration and air conditioning industry. Our dedication to delivering exceptional service has earned us the trust of a diverse clientele, including prominent organizations such as Trattoria restaurant, Lacascina Restaurant, Joia Hotels, Infinity Plastics, Mumbai Sea Foods, Global Sea Foods, Browns Cheese etc.

At Real Mechanical and Refrigeration East Africa Ltd, we are more than just a service provider—we are your partner in refrigeration solutions. With a focus on innovation, reliability, and sustainability, we are committed to creating environments where temperature control is seamless, efficient, and tailored to meet the needs of modern living and industry demands.

CONTACTS:

Phone : +254726208500

E Mails : procurements@realrefrigerationea.com

: operations@realrefrigerationea.com

Location : Skyways Utawala, Nairobi County.

DEALERS IN:

Domestic, Commercial, Industrial & Automotive Refrigeration & Air Conditioning Sales services



COMPANY'S TARGET MARKETS

Real Mechanical and Refrigeration East Africa Ltd specializes in delivering customized refrigeration and commercial kitchen equipment solutions tailored to the specific needs of various industries. Our expertise spans multiple sectors, ensuring optimal performance, energy efficiency, and long-term reliability.

- **Commercial & Industrial:** We provide advanced refrigeration systems for hotels, restaurants, supermarkets, warehouses, and large-scale production plants. Our solutions include cold rooms, blast freezers, and chillers designed to preserve perishable goods efficiently.
- **Agriculture & Pharmaceuticals:** Our specialized cold storage solutions support the agricultural industry by maintaining the freshness of produce, flowers, fruits, and vegetables. In the pharmaceutical sector, we ensure precise temperature control for the safe storage of medications, vaccines, and other sensitive products.
- **Aviation & Energy:** We offer refrigeration and cooling solutions for the aviation industry, ensuring temperature-controlled storage for aviation components. In the energy sector, we supply refrigeration systems that enhance the efficiency and longevity of critical energy-related equipment.
- **Hospitality & Food Service:** We specialize in the supply, installation, and maintenance of commercial kitchen equipment, including industrial ovens, refrigerators, freezers, chillers, and high-performance food preparation units. Our solutions help restaurants, catering businesses, and hotels optimize kitchen efficiency while maintaining hygiene and safety standards.

With a strong commitment to innovation, quality, and customer satisfaction, Real Mechanical and Refrigeration East Africa Ltd remains a trusted partner in providing high-performance, industry-specific refrigeration and kitchen equipment solutions across East Africa

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TECHNICAL EXPERTISE

At Real Mechanical & Refrigeration East Africa Ltd, we provide advanced commercial and industrial refrigeration systems designed for reliability, efficiency, and long-term performance.

Our solutions cover a wide range of applications, including:

- **Screw-type chillers** for both industrial and commercial use
- **Cold rooms, freezer rooms, and blast chillers** for food preservation and cold storage
- **Display refrigeration units** for supermarkets and retail environments



We specialize in the installation, servicing, and maintenance of screw-type chillers for both industrial and commercial applications.

Our technicians are well-trained in screw compressor overhauls, oil management systems, ensuring every unit operates at peak efficiency.

We offer energy-efficient and reliable cooling solutions using advanced screw chiller technology – designed to deliver consistent performance in demanding environments.

Our expertise extends to air-cooled and water-cooled screw chillers, handling leading global brands and providing full after-sales support, including diagnostics, troubleshooting, and performance optimization.

Project Capability & Experience

We have successfully executed turnkey projects involving large-capacity screw chillers for both process cooling and HVAC systems across East Africa.

Our team provides retrofit and upgrade services for aging chiller systems, enhancing efficiency and extending system lifespan through advanced control solutions.

We are experienced in commissioning, performance testing, and energy audits to ensure reliability and compliance with client design specifications.

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COMPANY VALUES

Mission:

To be the leader in delivering innovative, reliable, and sustainable refrigeration solutions tailored to the diverse needs of our clients.

Vision:

To create a future where optimal temperature control is a seamless and efficient part of everyday life, whether in residential spaces, commercial establishments, industrial facilities, or automotive applications.

The company aims to achieve these through:

1. Providing end-to-end solutions including consultancy, installation, repairs, and maintenance services.
2. Serving diverse sectors like residential, commercial, industrial, agricultural, pharmaceutical, automotive, aviation, and energy.
3. Maintaining a client-centric approach with emphasis on quality, rapid response, and tailored solutions.
4. Investing in cutting-edge technology and skilled workforce.
5. Committing to sustainability and eco-friendly practices.



CORE SERVICES:



Consultancy Services:

We offers expert consultation in refrigeration and HVAC systems, providing guidance on equipment selection, capacity planning, system design, and installation optimization to ensure efficiency, cost savings, and sustainability.

Installation Services:

We specialize in the installation of cold rooms, pre-coolers, chillers, freezers, and blast freezers for industries such as meat processing, floral preservation, fresh produce, and pharmaceuticals. Our precision-engineered installations ensure optimal temperature control, product integrity, and full compliance with industry standards.



Repairs and Maintenance:

We provide proactive and responsive maintenance to ensure the continuous operation of refrigeration systems. Our services include routine servicing, emergency repairs, compressor rewinding, and critical component replacement (e.g., evaporator fans, expansion valves). With a focus on minimizing downtime and maximizing efficiency, we deliver reliable support to keep businesses running smoothly.

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SALES DEPARTMENT

Mono/Propylene Glycol

Real Mechanical Refrigeration East Africa Ltd offers the sale of mono/Propylene Glycol (PG), a high-performance heat transfer fluid used in various cooling and refrigeration applications.



Glycerin (Glycerol)

Our high-purity glycerin-based cooling solutions offer corrosion protection, thermal stability, and safety, making them ideal for industries that prioritize sustainability and efficiency in their refrigeration and cooling processes.



CLIENTELE:

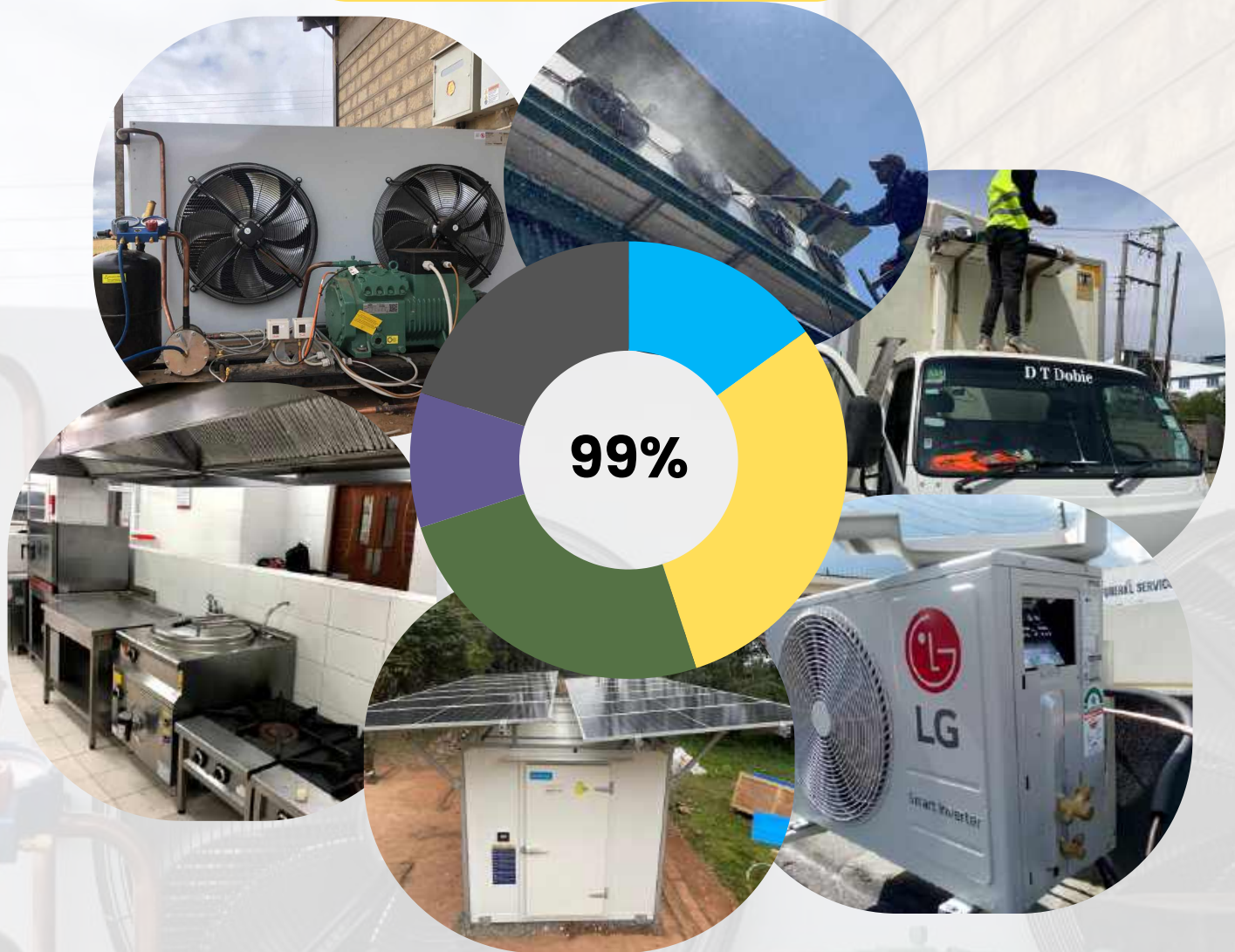
- **Food & Beverage Industry** – Used in breweries, dairy processing, and cold storage for safe and efficient cooling.
- **Pharmaceutical & Medical Cooling** – Ensures temperature stability for vaccines, medicines, and lab storage.
- **Eco-Friendly Industrial Cooling** – A sustainable alternative for heat transfer applications requiring non-toxic and biodegradable solutions.
- **HVAC & Refrigeration Systems** – Prevents freezing and enhances thermal efficiency in chillers and cooling loops.
- **Industrial Cooling & Process Engineering** – Ideal for closed-loop cooling systems in factories and manufacturing plants.

Our high-quality, food-grade Propylene Glycol ensures efficient heat transfer, corrosion protection, and environmental safety, making it the preferred choice for industries requiring non-toxic and reliable cooling solutions.

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Business overview



Real Mechanical and Refrigeration East Africa Ltd operates a diversified revenue model, ensuring financial stability and market competitiveness. Our key revenue streams include:

- 30% Installation Services** – A primary revenue driver, offering expert refrigeration and HVAC system installations tailored for commercial and industrial clients, ensuring efficiency and compliance with industry standards.
- 25% Repairs & Maintenance** – A crucial service that provides preventive maintenance, emergency breakdown support, and long-term servicing, minimizing downtime and optimizing equipment performance.
- 20% Refrigeration Equipment Sales** – A specialized supply chain offering high-performance refrigeration units, cold rooms, and spare parts, ensuring clients receive top-tier equipment for their business needs.
- 15% Kitchen Equipment Repairs & Maintenance** – A dedicated service ensuring the longevity and functionality of commercial kitchen appliances through routine maintenance, repairs, and performance optimization.
- 9% Consultancy Services** – Strategic advisory solutions focused on refrigeration system design, capacity planning, energy efficiency optimization, and regulatory compliance, enhancing operational effectiveness for clients.

Partners

Our success is built on strong collaborations with industry leaders, suppliers, and service providers:

- **Corporate Clients & Organizations:** We have worked with key industry players such as Trattoria restaurant, Lacascina Restaurant, Joia Hotels, Infinity Plastics, Mumbai Sea Foods, Global Sea Foods, Browns Cheese etc.

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