



HOEB ROAD CONSTRUCTION & RENOVATION

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MAXIMISE YOUR NETWORK

NAMIBIA

Maximize your network

**HOEB ROAD
CONSTRUCTION
& RENOVATION**
CC

**Commercial
and Residential
Projects**

**Management
Consultancy
Services**

**Centre for
Business
Solutions**

**Foreign
Companies
Representation**

**Procurement
& Logistics
Services**



WHO WE ARE

Proudly Namibian, **HOEB ROAD CONSTRUCTION AND RENOVATION** is a service-oriented company established two years ago by Namibians with a vision to create a first-class integrated services structure and other business solutions within the entire SADC region. While various services are offered our core business is the construction and logistic that puts the best management know-how, state-of-the-art technology and efficient logistic follow-up to work for you and your company needs.

In order to provide the kind of service that not only will ensure the retention of our customers but also attract others, we have established partnerships with some of the most reputable companies in the service industry in South Africa, Zambia, Botswana, Mid-East, Europe and US.

HOEB ROAD CONSTRUCTION AND RENOVATION has a dedicated team of experts working around the clock to make sure that our customers get the best contacts, information, business management and marketing talent, which they need to become more profitable, better informed and competitive for all their business cycle.

MISSION STATEMENT

Committed to provide a stress-free business experience with superior services that caters for our customers' individual and/or corporate needs ... always conveying the „Constant and Never-Ending Improvement“ spirit mixed with passion for excellence and exceeds client expectations.

Our Motto: **“Maximize your network”**

VISION

To be the Regional leader in the service industry by defining excellence and building unmatched customer loyalty while offering complete solutions to clients' needs.

OBJECTIVE

Our objectives are:

- Adopt a specific and clear investment policy in various scopes with high growth rates and limited risks.

- Acquire investments with good internal return rates that suit the expectations of the company by establish companies with clear, applicable and separable working plans.
- Provide path to continuous development in the scope of its activities by studies and research.
- Fulfil our Corporate Social Responsibility (CSR) by being an economic, intellectual and social asset to each country and community where we do business.
- Implementation of large scale regional and international projects in all fields.

CORE VALUES

Integrity: Honour all commitments to our customers, employees and shareholders while conducting business with unwavering high standards of honesty, trust, professionalism and ethical behaviour.

Quality: Put the interests of our customers first and be dedicated to providing an individualized business experience that assures customer satisfaction and earns their unwavering loyalty.

Teamwork: Work as one cohesive team from the smallest unit to the Board of directors while developing and retaining leaders who continually raise the bar, provide direction, remove barriers and empower people to successfully achieve goals. We are dedicated to maintain a caring and supportive work environment that fosters a sharing of ideas, skills and resources.

Growth and Profitability: dedicated to continuous innovation and pursuit of new ideas and opportunities to accelerate profitable growth. We deliver value in all we do to assure consistently high returns to our shareholders, recognize and reward excellent performance, which drives superior results.

WHAT WE DO

Today, more than ever, the increasingly competitive economic environment requires compliance to high standards of performance, professionalism and efficiency. This is inherent to the successful functioning of every company in important areas such as:

- Fast, reliable information sharing, transmission and management;
- Access to rich and updated information databases;



Nowadays, **TIME** factor has become exceedingly important. Acting fast upon business opportunities that appear and disappear quickly in the global environment can very well bring the competitive edge your company needs.

We believe that we can help you reach the time efficiency edge by:

- Reducing excessive red-tape due to often heavy bureaucracy;
- Customizing information systems to suit management of your business (Management Information System)

WHAT WE OFFER

HOEB ROAD CONSTRUCTION AND RENOVATION cc offers an expertise in trade transactions, public relations, brokerage, business incubation, management consultancy and foreign company representation. We are able to ensure best value transactions and intermediation because we base our decisions on a constantly updated database of contacts, suppliers and brokers in fulfilling our customer orders.

Our purpose is to broaden the notion of professional service to encompass in depth analysis and consultancy in strategy formulation and development of Human Resources (HR). In addition, we assist companies and institutions improve their overall performance and profitability as well as reach optimal efficiency of its operations.

The professionalism and quality of our services speak for itself - WE DO MORE THAN JUST DELIVER!!!!

We strive to become your lifelong advising partner accompanying you through your business cycle streamlining your everyday operations, performance and needs assessment for optimal efficiency. We advise and mentor your personnel to achieve continuous improvement in your company.

Key Personnel

	Name	Title	Contact
1.	Mr. Gypson Marwo	Surveyor	+264811421047
2.	Benny Narib	Builder & Plumber	+264812513467
3.	Mr A. J. Hoeb	Roads & works	+264812768507
4.	Mr J. Schoombe	Electrical Engineer	+264812176919
5.	Mr. Smith	Blasting contractor	0811247571
6.	Mr Eric	Site Supervisor	

CORE BUSINESS

1.0 ABOUT US

Hoeb Road Construction and Renovation. cc was formed in 2012 with the objective of establishing a sustainable and continually improving construction company which was able to provide predictable and quality constructions to our clients while concurrently fostering lasting relationships with professionals, local councils, government bodies, trade contractors and suppliers.

As building contractors and developers, Hoeb Road Construction and Renovation Construction is well equipped to undertake the most technical constructions and to direct and manage the works from design to handover. Whether you require the construction only or you require a full design and construct package, we can manage the process and deliver you the finished product. We undertake the majority of our works in the N\$1,000,000 to N\$30,000,000 range.

We are a well-established mid-tier company with an exceptional skill base undertaking educational, commercial, multi-level residential and industrial constructions as well as design and construction projects throughout South and Northern part of the country. We are an ISO 9001:2000 quality assured, ISO 14001: 2004 environmental and AS/ NBS 4801: 2001 health and safety management certified company for construction, design and construct, and project management. We are also Build registered and Namibian Government PQC 3 graded roads indicating that our systems and management are “Industry Best Practice”. Our construction safety system has been accredited by the

National Safety Commissioner through the Namibian Government Building and Construction OHS Accreditation Scheme.

Our staff have been trained in Green Star and NABERS compliant constructions and we continually strive towards achieving greater environmental awareness and recycling construction waste.

1.1 The Building Process

At Hoeb Road Construction and Renovation we believe that the success of any project commences with understanding individual strengths and the formation of a compatible, committed and well-resourced construction team that understands the requirements and anticipated outcomes. Consideration is also given to the construction team's ability to function collaboratively within the Project Control Group.

We have formalised many management processes into our quality assurance systems in order to better integrate and transfer information between disciplines and groups.

The management processes commence with understanding the works, the achievable timeframes and the conditions under which the works are performed. To achieve this we perform the following activities prior to commencing with the tender preparation:

- Site Inspection Report
- Site Dilapidation Report
- Formal review of the documentation with our estimating and construction staff
- Preparation of a tender programme to ensure that the process is tracked and the anticipated deadlines are managed.
- Construction programme is prepared by the construction team to fully comprehend the time frames, critical activities and their interrelationships.

Once the works are procured through tender or negotiation, we immediately undertake a thorough risk analysis and prepare a comprehensive construction programme, detailed scopes of works are agreed and letting of contracts commences according to the critical path and risk requirements.

We ensure that our site manager has the opportunity to influence the letting process to sub contract and supply contractors to enable him to structure a harmonious and effective team. Our Site Manager provides input and scrutiny into the sub contract scopes of work to ensure that he is fully briefed on the works to be performed by the various sub-contractors.

Weekly internal and sub-contract meetings are held where updated programmes are distributed, time frames are discussed, problems resolved and an appreciation for the

following trades is communicated. At this meeting Health and Safety, Environmental and Quality matters are also discussed and minuted.

Our budget management is a collaborative process and we encourage our clients to contract with us on the basis of a realistic tender price. We prefer providing a keen and thoroughly considered tender price of which we take ownership. We understand our client's requirement to control expenditure within the budget anticipated at the commencement of the project and to this end we continually value engineer all aspects of the construction, offering alternative solutions where practicable. We have an ethos of being mindful of variations and anticipating additional cost in advance thereby giving the Project Control Group time to collectively assess alternatives ahead of construction.

Our Construction Manager attends most site meetings to ensure that we achieve our client's expectations and that we establish lasting and valuable relationships within the community and the Project Control Group.

1.2 Collaborative Experience

As building contractors and developers, we have developed and honed our skills and appreciation for the benefits of contribution and collaboration in order to achieve projects of excellence.

Since June 2006 we have constructed \$80 million of work for Robina Land Corporation and through collaboration, mutual respect and trust we delivered all projects on or ahead of schedule with virtually zero cost overruns. (Please contact Colin Hughes from RLC on 0409 630 012).

We have the care to understand, appreciate and share our client's vision of the projects they undertake.

Recently we have been approached by Project Managers to undertake works abandoned by troubled contractors with an appreciation and understanding of the predicament being experienced by the clients and the project managers we have undertaken the abandoned works.

1.3 Business Development Services

Business Development Services are designed to help micro, small, medium-sized enterprises (MSME), and cooperatives overcome barriers to increased profitability, by improving their productivity and access to high value markets. In this way, they can create and sustain productive, remunerative and good quality jobs, as well as reduce poverty, and contribute to the development of the national economy.

For small business owners and managers, globalization means rapid change and often increased competition. To encourage competitiveness, business growth and employment creation, the EDC will assist partners in building national and local capacity in cost effective and sustainable Business Development Services (BDS).

These services will include:

- ▶ Training
- ▶ Consultancy and Advisory services,
- ▶ Marketing assistance
- ▶ Healthcare Information, technology development and transfer
- ▶ Business linkage promotion
 - Linkages to finance and financial services.

2.0 COMMERCIAL CONSTRUCTION & BROKERAGE

HOEB ROAD CONSTRUCTION AND RENOVATION commercial division aims to be a trustful, long-life partner to business entities interested in providing fast, high quality and personalized services to their customer base.

Hoeb Road Construction & Renovation CC specialises in the following areas: Concrete works, Earthworks, Concrete Drift Slab, Grouted Stone Pitching, Roads Reserve Marker Blocks, In-situ Box Culvert, Erecting of Roads Sign and Guide blocks, Pothole Repairs, Slurry works Sub-base, Base , Fencing Debussing Building houses , Small Bridges , Renovation, Training on heavy Equipment ,Loaders Trucks ,Graders, Rollers, transportation, project finance, petroleum export, etc.

Our services allow business entities to establish and maintain flexible and effective communication with its clientele. Continuous feedback from customers and markets represents a definite asset of organizations, regardless of its sector activity and a success factor one cannot simply afford to miss out on.

Our brokerage development services allow:

- Conquering and developing clientele by acquisition of relevant information databases, prospect customer appointments, customer scheduling arrangements, customer surveys and marketing studies

- Acquisition of information on best market value offers available, qualification of reliable suppliers, identification of optimal sites and ideal locations for customer's inspection
- Marketing through updated methods, e.g. batch-selling and auctions, in order to expedite movement of products and services
- Use of state-of-the-art information management systems and technology, enabling business entities to reach integrated connectivity (telephone, mail, Internet, e-mail, fax, etc.) with customers, prospects, suppliers and emerging markets
- Gaining information on multiple supply offers of products and services, needed to buy or sell, so as to position entities' competitiveness in terms of pricing, credit facility and order-delivery times, prevailing in relevant markets
- Engagement in transactions with high degree of transparency while providing constant information flow about the market and cutting cost of intermediation between suppliers and sellers of goods and services.

Katima Mulilo Road Project



3.0 PRODUCT LINE

Management Consultancy

Under this product line, the mission is to contribute to the growth and success of our clients by helping them unleash their hidden potential and become an empowered and creative workforce.

The Business Philosophy is to develop and nurture long-term win-win relationships based on mutual respect and trust.

Areas of expertise include and not limited to:

- Performance Management
- Total Quality Management
- Sales and Marketing
- Human Resources Management
- Organizational Development
- Personal Development
- Strategic Planning
- Change Management
- Business Development Services
- Event Management

Client Groups include and not limited to:

- Government
- Private Sector
- Mining Companies
- Banks and Financial Institutions
- Retail and Wholesale
- Social Organizations
- Real Estate and Construction
- Logistics and Distribution

4.0 PROCUREMENT & LOGISTICS

Under this product line the mission is to enhance the commercial performance of our clients, through the application of exceptional procurement and logistic experience and expertise by working in a broad range of sectors, for individuals, small, medium and large companies.

Service Quality Promise

We are committed to keeping our Quality Service Promise program through:

- Acting with absolute speed and efficiency
- Personalizing services to meet customer needs at any and all levels.
- Responding to feedback with affirmative action.

A. Procurement

Following the fast growing economy in the Southern Africa region and the fact that Namibia imports more than 85% of goods and equipment consumed locally, Hoeb Road Construction and Renovation, has set up facilities to help citizens purchase through a network of partner in Africa, Europe, USA and Asia. Enhancing clients' profitability by improving the management of their purchased goods and services is achieved through a unique combination of:

- Team of outstanding procurement professionals
- High-level procurement expertise
- Experience in improving procurement performance of companies
- Experience in a broad range of supply markets
- Tried and tested innovative procurement methodologies

Hoeb Road Construction and Renovation has as its mandate priority to integrity at all times and therefore deals with serious and genuine buyers and sellers working worldwide for the expansion its clients' businesses ranging from **Motor Vehicle parties, Mining and Agriculture Machinery, Food Supply, Mineral, Petroleum, Construction Material, Pharmaceutical Products, Hospital Equipment**, etc.

B. Logistics

Hoeb Road Construction and Renovation. aims to become a major player in the logistic sector through its experienced and committed staff.

Services provided include:

- Shipping Agent (Air, Road and Sea)
- Trans-shipment and Transportation
- Sea and Air Cargo consolidation
- Clearing and Forwarding
- Onsite delivery upon request



Caro Sea freight

The network is composed of experienced partners present in the following major cities of Dubai, Cairo, Shanghai, Lusaka, Dar es Salaam, Mombasa, Luanda, Lubumbashi, Harare and Gaborone who constantly strive to exceed clients' expectations.

Our sales office shall maintain regular and effective communication with our clients by keeping you regularly informed on the progress of your cargo via e-mail, telephone or fax and you are able to know the progress of your cargo and Trace your goods.

Our business unit is divided into two functional units:

Cargo Air freight

- **The Transit Cargo Unit** handles cargo arriving from Walvis Bay and Swakopmund sea port for transshipments to the hinterlands, including Namibia, Zambia, Botswana, Zimbabwe and Southern Congo.

Its services include:

- ✓ Customs clearance and documentation
- ✓ Freight forwarding by rail or land to final destination
- ✓ Daily updates made available or sent to clients by e-mail, fax or telephone.

- **The Local Cargo Unit**^h

export cargo.

- ✓ Customs clearance + documentation for both inbound / outbound cargo,
- ✓ Freight forwarding of import and export cargo to and from anywhere,
- ✓ Freight forwarding of export cargo to anywhere in the world,
- ✓ Removal services within and outside Namibia,
- ✓ Warehousing and storage of import or export cargo,
- ✓ Daily update to clients by e-mail, fax or telephone.

IV. Foreign Companies Representation

Under this product we specialize in the development of short- and long-term joint ventures with foreign companies seeking to expand their market in the SADC Region. In return, the host partner will benefit from advanced technology, managerial know-how and sector specific competencies unavailable at present in Namibia.

The Business Philosophy is to:

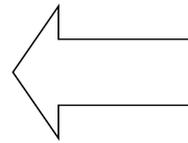
- Promote investment opportunities with local and foreign investors while marketing all investment opportunities in Namibia to targeted investors worldwide.
- Facilitate the establishment and smooth operation of investor projects.
- Advice partners on additional policies and initiatives needed to encourage and boost investment locally and regionally.

Completed projects

- EBC cc, DR 3660,
- Municipality Karibib Usab Bridge (CEO)
- Namibia Airport Company
- Sewerage system Otjimbingwe
- Labour base Concrete. DR 3660 Oshakati
- Labour base Concrete & Earth-works. DR 3449 Tjova, Rundu
- City of Windhoek concrete works
- Murray and Roberts / Interlocks
- Supply of 20,000,000 litres of Petroleum to Mine, Ndola
- Supply of 400,000 Litres of ADO 50 PPM to Lubumbashi
- Supply of 84,000 litres of ADO 50 PPM to Luigino Mine, Luanshya
- Supply of 84,000 litres of ADO 50 PPM to Glasgow Minjng & Petroleum

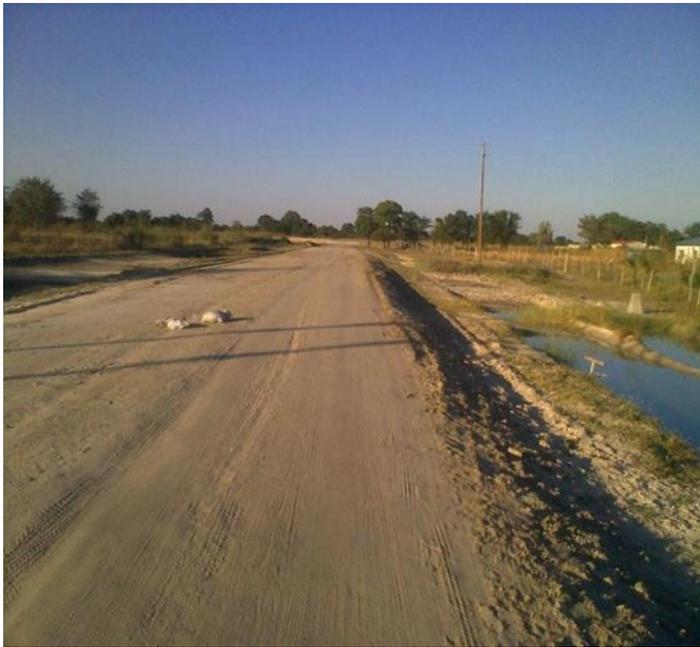


Figure5: Fixing of steel for headwall DR3446



Culvert is constructed DR3446

Sub-base DR3660



Fixing of steel DR3660

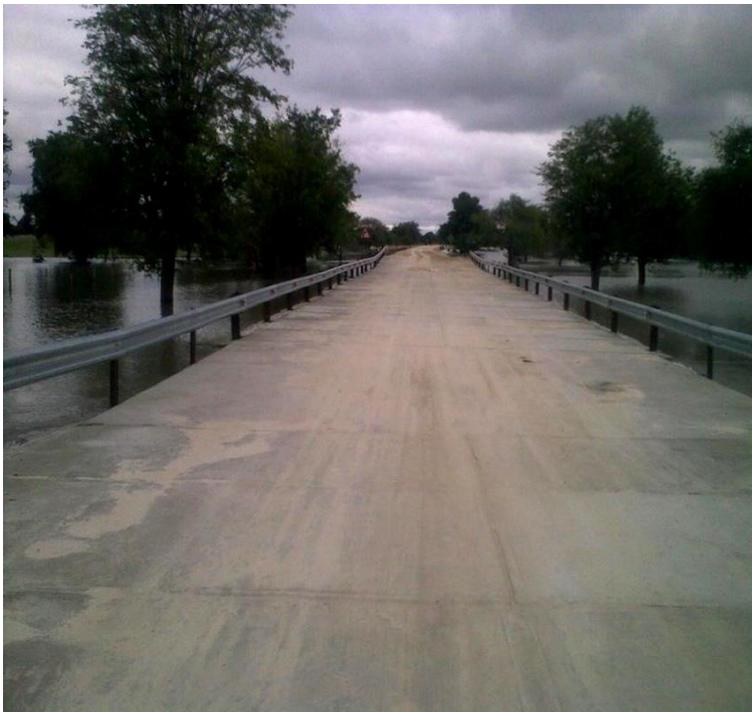
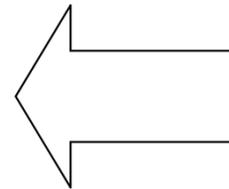
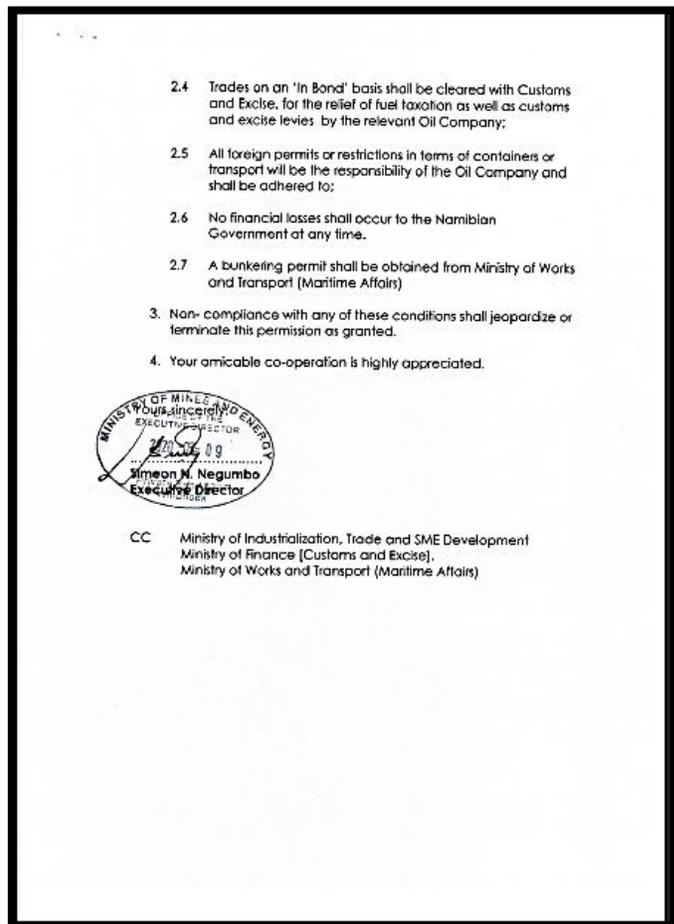
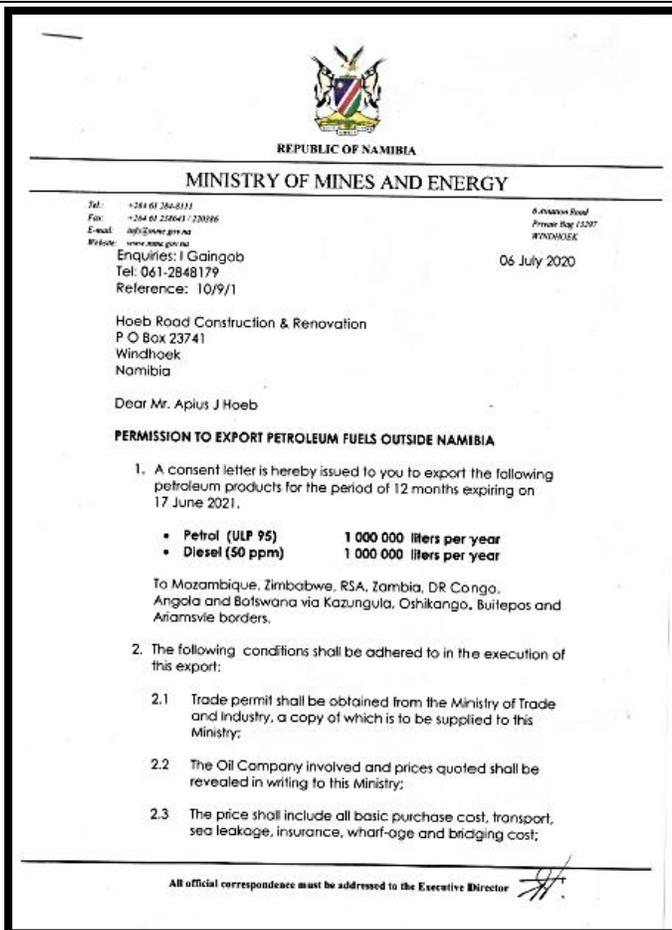


Figure13: Guardrails on top of 7 barrel culverts DR3660



References

1.	Bicon Consulting engineers	Mr, G.Nolting	+26461-275120
2.	Bicon Consulting engineers	Mr. Daniel	+26461-275120
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7.	Jordaan Ooshuizen Nangolo	Mr. Nangolo	
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9.	KBZ SAR, Lubumbashi	Mr Francis	+260762363164
10.	Glasgow Minjing & Petroleum	Mr. Gene Phiri	+260965085885
11.	Mr Johann Agenbach		+264811273847

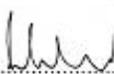




MINISTRY OF MINES AND ENERGY
PETROLEUM PRODUCTS AND ENERGY ACT, 1990
PETROLEUM PRODUCTS REGULATIONS (2000)

WHOLESALE LICENCE

[Regulation 12(4)]

WHOLESALE LICENCE (For distribution purposes only as per attached special conditions)		Licence No. W/221/2018
Name of licence-holder	Hoeb Road Construction and Renovation CC	
Address of licence-holder	Physical Address	Postal address
	Erf 1267 Ignatius Loyola Street Windhoek Namibia	P.O. Box 23741 Windhoek Namibia
Location of storage facilities (if necessary attach separate page)	Will utilize NAMCOR Petroleum Trading & distribution (Pty) Ltd.'s storage facilities	
Conditions applicable to licence <i>See next page for general and special conditions applicable to licence.</i>		
Date of issue of licence	18 August 2018	
Issued by the Minister of Mines and Energy in terms of regulation 12(4), on 16 August 2018 at Windhoek		
 Minister: Mines and Energy		