

# Mining Expo and Conference '19



Windhoek

*Sharing a business journey...*

**A.H. // NAOBEB  
TRADING ENTERPRISE cc**



# Introducing Albertus //Naobeb



- ⇒ Namibian born in 1963 on Farm Oropolo
- ⇒ Primary schooling in Otavi and High schooling in Otjiwarongo
- ⇒ Dreamt of becoming a traffic officer, but this was not to be...
- ⇒ Instead spent 24 years as a long distance truck driver
- ⇒ Always yearned to venture into business and despite lacking in skills and having limited knowledge of business took the plunge in 2014 and registered one.
- ⇒ Rest is history as the saying goes...



# Journey – employee to employer... >>>

- ⇒ Initially did odd-jobs for individuals in Otjiwarongo and surrounding areas
- ⇒ Breakthrough came when jobs secured to do bush clearing for CENORED and Roads Authority
- ⇒ Major boost came following an engagement as a service provider by Otjiwarongo Municipality
- ⇒ Filled with confidence approached B2Gold offering services
- ⇒ Invited to quote against a job which was accepted and this heralded the start of a business relationship





# Working with B2Gold...



- ⇒ Relationship with B2Gold has been broader than just buyer – supplier – service provider
- ⇒ Aware of the challenges that newcomers to the business arena experience in accessing funding for working capital needs in a security based lending environment B2Gold extends a credit line to local SMEs
- ⇒ B2Gold does not compromise in its dealing with service providers and this includes quality
- ⇒ Jobs successfully completed include:
  - ◆ building construction and renovation – staff kitchen and laboratory
  - ◆ game and security fencing erection





**Photos of jobs  
done on-site  
at B2Gold's  
mine**







# A business partnership...



- ⇒ B2Gold has provided an opportunity which must not be squandered or lost. Not only an opportunity for this business, but for many other enterprises too.
- ⇒ Namibia's entrepreneurs must demonstrate seriousness, commitment and ability to provide goods and services comparable with what is available from larger established business
- ⇒ B2Gold understands challenges faced and provides solutions. Other mines should consider following this good example.



# The way forward...



- ⇒ A.H. //Naobeb Trading Enterprise cc gives jobs to 20 permanent staff and for 13 others under service contracts. We intend increasing this number.
- ⇒ Namibia has a skills shortage and we offer opportunities to students from COSDEC . Plans are to expand the programme by offering work experience opportunities to students from other institutions.
- ⇒ We thank B2Gold for giving us a chance and we ask other mines to help emerging entrepreneurs.