

# Sable Transport limited



[www.sabletransport.com](http://www.sabletransport.com)



**Investment Profile**

October 2024

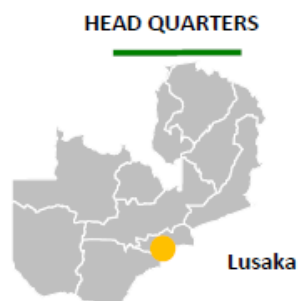


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# Who we are

Sable Transport and Construction Limited is a leading provider of construction and manufacturing services in Zambia. Incorporated in 1980 as a private limited liability company under the Companies Act as amended.

## The Sable Group



HEAD QUARTERS

Lusaka



FOUNDED

1980



EMPLOYEES

180  
Full Time

2,800  
Seasonal



## Vision

“To be a leading pan-African construction and manufacturing player in the region”



## Mission

“To develop and fulfil Zambia’s infrastructure growth while improving the lives of the Zambian people through market and employment creation”

## Our Management Team



**Mr Iqbal Y. Alloo** – Managing Director



**Mr Essof Y. Alloo** – General Manager



**Mr Nazir Y. Alloo** – Construction Director



**Dr Munira Alloo** – Legal Advisor



**Mr George Manyele** – Road Construction Engineer



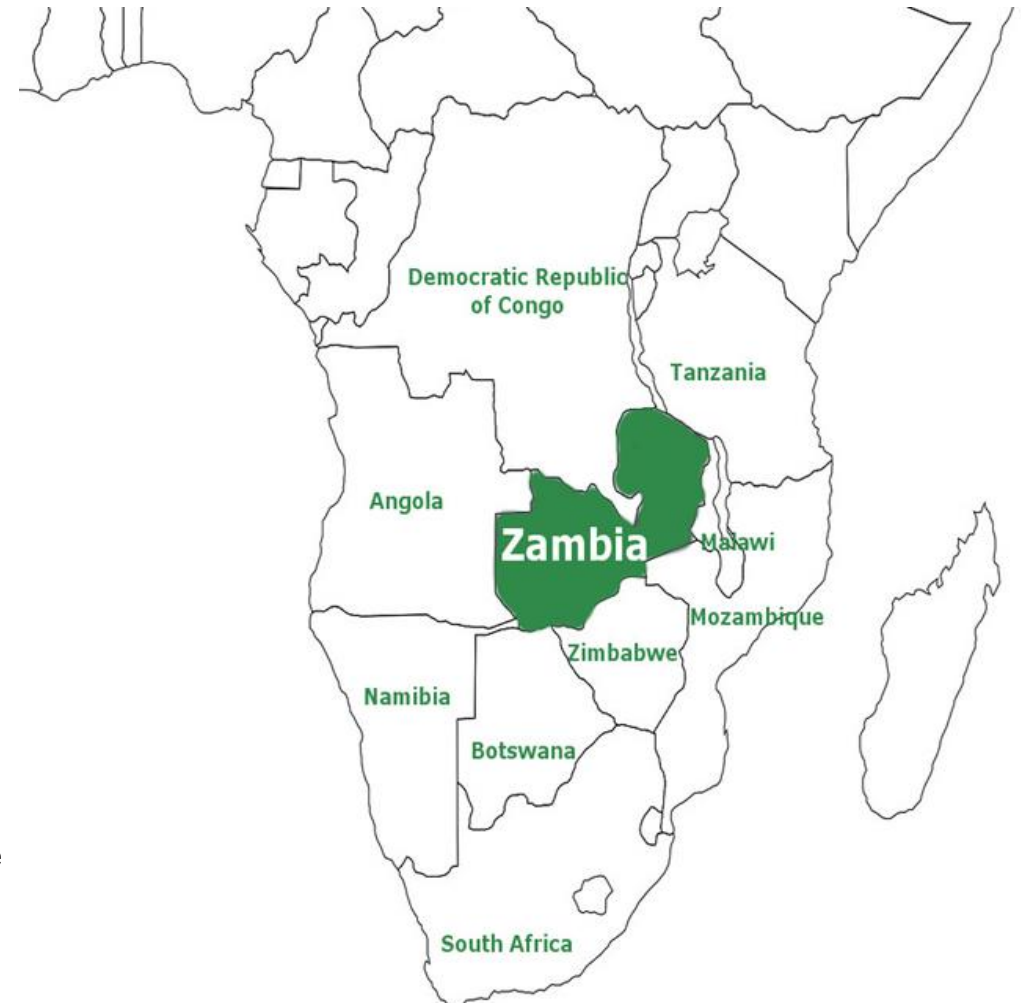
**Mr Musa Wanjova** – Chief Financial Officer



**Mr Kapila Loyd** – Operations Manager

# About Zambia

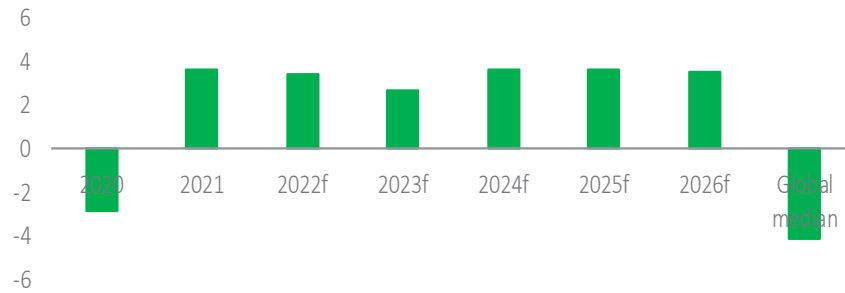
- Zambia is a **land-linked** country in Southern Africa bordering the Democratic Republic of the Congo to the north, Tanzania to the north-east, Malawi to the east, Mozambique, Zimbabwe, Botswana and Namibia to the south, and Angola to the west.
- The **capital city** is Lusaka, located in the south-central part of the country. The country has an estimated population of 18m mainly concentrated around Lusaka in the south and the Copperbelt Province to the northwest.
- Zambia has natural resources that include abundant wildlife, rivers, and lakes, and is the fourth largest copper producing nation in the world, holding 6% of the world's copper reserves. The country's ecosystem offers huge diversity such as waterfalls, lakes, rivers and wetlands, culture and traditions, abundant wildlife and exotic wilderness.
- Zambia's economy is highly dependent on environment-based sectors such as agriculture, tourism, forestry and mining. Mining remains the largest contributor to GDP, though this Zambian government is keen to ensure the contributonal growth to GDP of the other key sectors is enabled.



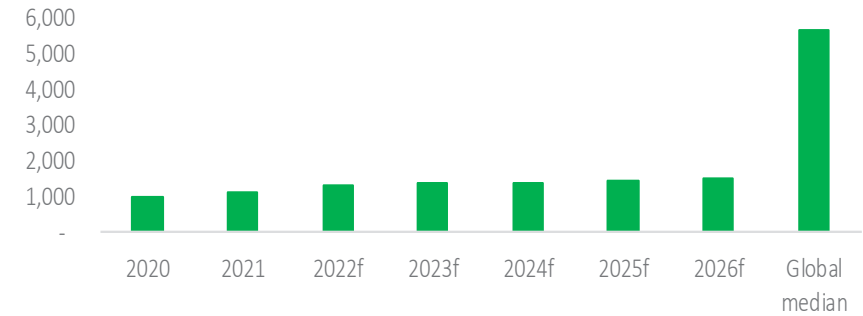


# Economic Outlook

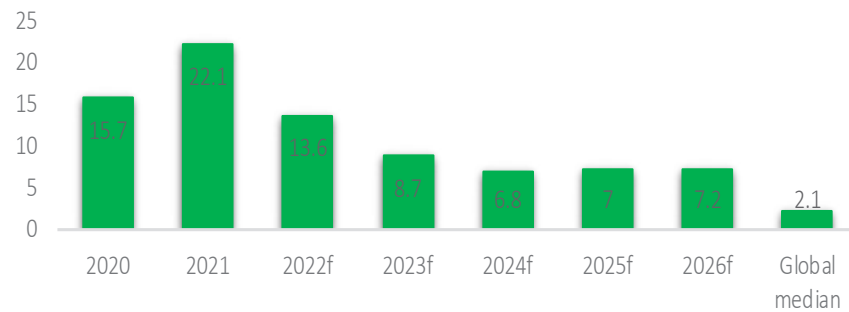
Real GDP Grow y-o-y %



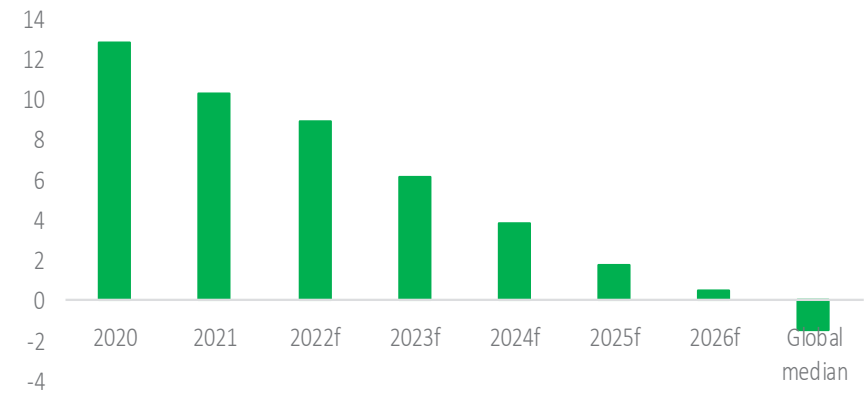
Nominal GDP per capita, USD



Consumer Price Index, % y-o-y

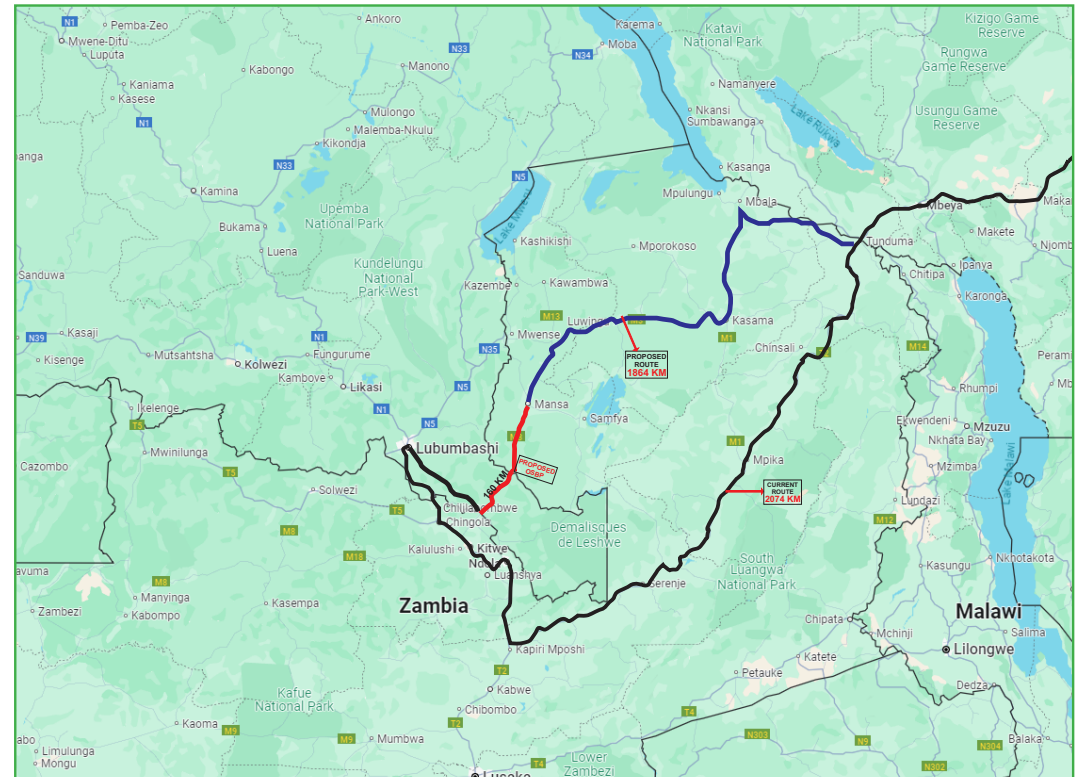
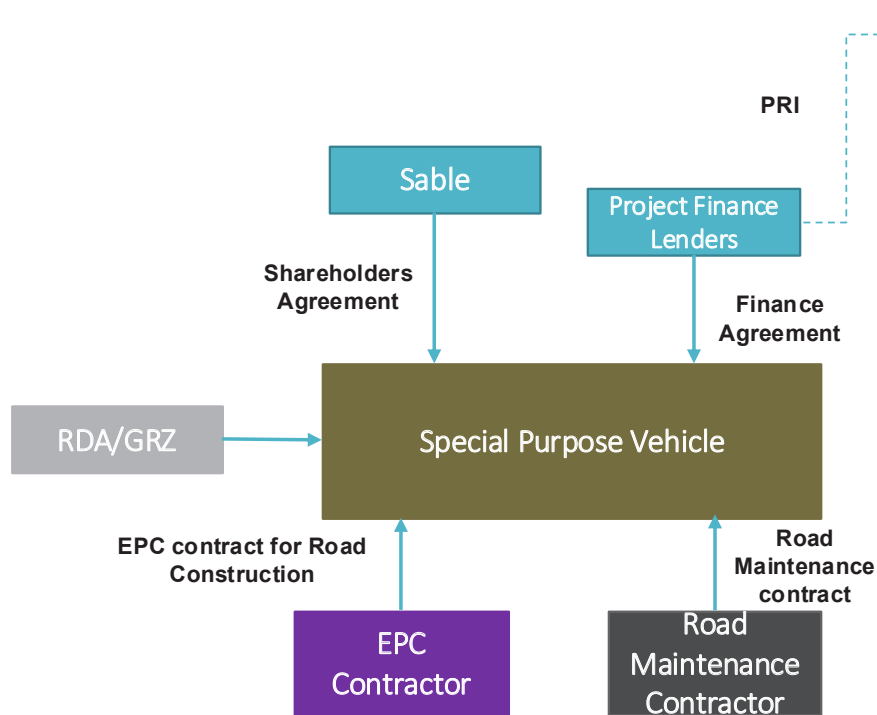


Current account balance, % of GDP



# The Project

## Structure



## THE PEDICALE ROAD

**Proposed scope of Investment:** Design and construction of the 160km road including border facilities

**Contract Sum:** USD143 million

**Status:** Contract awarded

# The Project

## The Concession

- Concession is for 25 years to build operate and transfer the 160 km Pedicle road and a two stop boarder post between Zambia and the Democratic Republic of Congo (DRC).
- GRZ has agreed as part of the termination clauses to meet all obligation incurred by the concessionaire up to the time the contract has been terminated.
- The project will earn its revenue from toll fees and boarder fees during the period of operation which will be utilized to meet its obligations to lenders.
- The cashflows have been perked to the US Dollar to mitigate against any adverse movement in the foreign exchange rate.

## WHY PPP IN ZAMBIA

- The Zambian Government has adopted a PPP mode of development for infrastructure projects going forward.
- The PPP Unit has been instrumental in moving a number of projects to development and to some extent to financial close.
- The table below shows the concessions that have since been signed off by the PPP council

No.	ROAD SECTION	INTERVENTION	SURFACE TYPE	Origin of Concessionaire
1	Ndola-Sakanian Road	Brownfield - Rehabilitation	Asphalt Concrete (16.16 Km)	Chinese
2	Lumwana-Kambimba	Greenfield - Rehabilitation	Asphalt Concrete	Zambian
3	Lusaka-Ndola	Brownfield/Greenfield - Rehabilitation	Asphalt Concrete	Chinese
4	Chingola-Kasumbalesa	Brownfield - Rehabilitation	Asphalt Concrete & Rigid Pavement/Concrete	Chinese
5	Katete-Chanida	Brownfield - Rehabilitation	Asphalt Concrete	Zambian
6	Solwezi Kipushi	Green field - Upgrade	Asphalt Concrete	Chinese

## Risk Assessment

### *Political Risk*

- Zambia has had a stable political environment since its independence. Included in the concession is a termination agreement where cover the costs incurred by the concessionaire and cover other costs as assess and determined at time of termination.

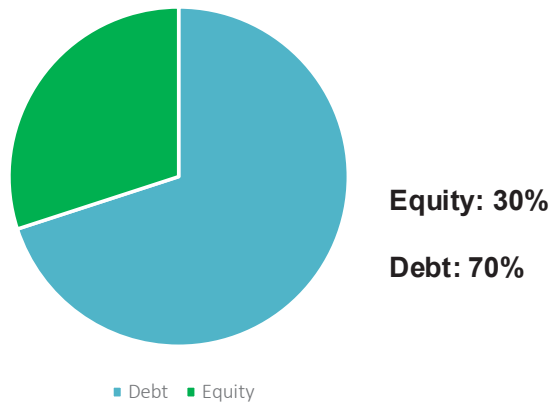
### *Payment Risk*

- The project will consider credit enhancement instruments such as guarantees.

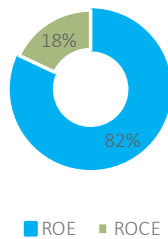
# The Project

## The Projected Financials

Funding structure

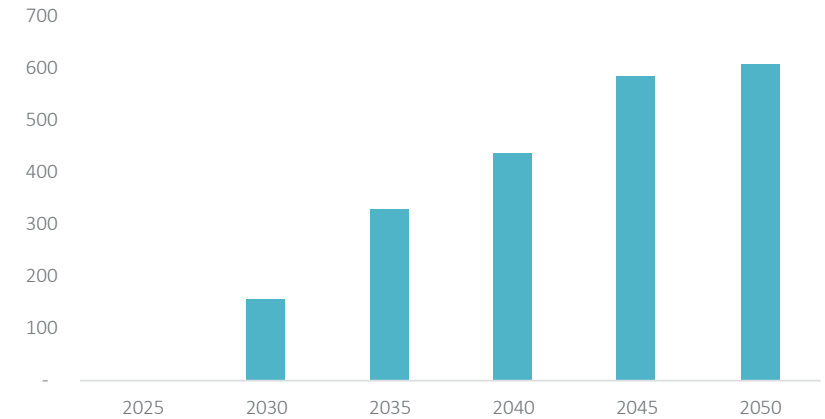


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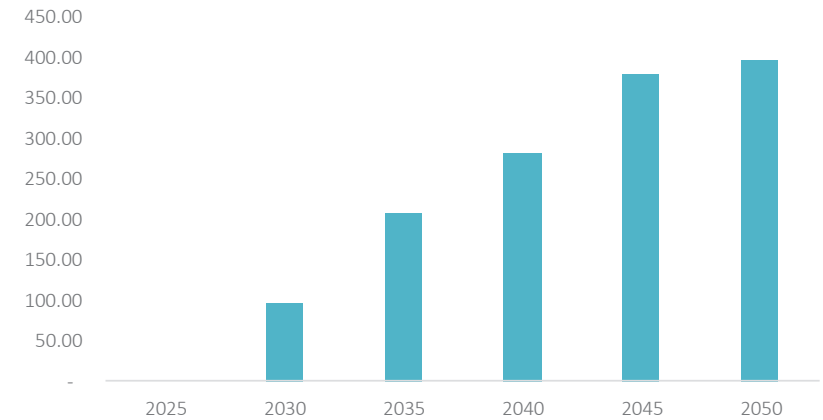


- The projected balance sheet looks health driven by the steady reduction in the liabilities to end of the concession.
- The projected equity is equally positive and increasing to FY2040 indicative a positive return for the shareholders

Revenue – US\$' million



EBITDA – US\$' million



# OUR EXPERIENCE

## CHANIDA ROAD

**SCOPE OF WORK** - Finance, Design, Rehabilitation Construction, Operation, Border Post, Tolling Gate and Maintenance of 55Km Katete to Chanida road.

**CONTRACT SUM** - USD \$68 Million

**DEVELOPMENT PERIOD** - 36 Months

**CONCESSION PERIOD** - 25 years

**STATUS** - Ongoing



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KATETE CHANIDA ROAD



## KASAMA - MPOROKOSO ROAD

**SCOPE OF WORK** - Upgrading and construction of the Kasama to Mporokoso road from gravel to bituminous standard

**CONTRACT SUM** - USD \$150 Million

**CONTRACT PERIOD** - 36 Months

**COMPLETION DATE** - July 2022



KASAMA MPOROKOSO ROAD





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TRANSPORT & CONSTRUCTION



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## LUNDAZI- CHAMA ROAD

**SCOPE OF WORK** - Upgrading and construction of the Lundazi to Chama road from gravel to bituminous standard

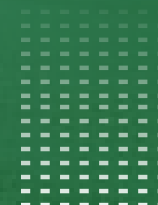
**CONTRACT SUM** - USD \$13.9a Million

**CONTRACT PERIOD** - 36 Months

**COMPLETION DATE** - Ongoing



**CORPORATE EXPERIENCE**







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## MFUWE ROAD PROJECT

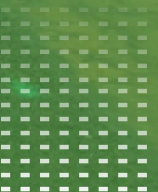
**SCOPE OF WORK** - Upgrading and construction of 104 km Chipata to Mfuwe road

**CONTRACT SUM** - USD \$19.7 Million

**CONTRACT PERIOD** - 40 Months

**COMPLETION DATE** - August 2020

**CORPORATE EXPERIENCE**







## KASAMA - LUWINGU

**SCOPE OF WORK** - Design and construction of the Kasama to Luwingu road from gravel to bituminous standard

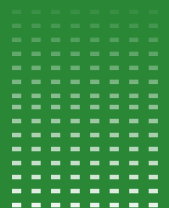
**CONTRACT SUM** - USD \$180 Million

**CONTRACT PERIOD** - 72 Months

**COMPLETION DATE** - July 2018



**CORPORATE EXPERIENCE**





## ROAD CONSTRUCTION EXPERIENCE

Gravel Road Length	Start Date	End Date	Contract Period (months)	Scope of Work under Prime Contract	Role
153.64 Km (D19 Kawambwe Mulwe road 58.3 Km D96 Mwewa Road 95.27 Km)	November, 2006	December 2009	36 Months	<b>Design, Rehabilitation, Improvement and Maintenance of Main and District Roads in Luapula Province Package 3:</b> <ul style="list-style-type: none"> <li>• Heavy and Light Bush Clearing</li> <li>• Road Formation and Graveling</li> <li>• Mitre Drain provision</li> <li>• Installation of Culverts</li> <li>• Building of wing and head walls</li> <li>• Replacing of damaged culverts</li> </ul>	Prime Contractor
150 Km	November, 2006	December, 2009	38 Months	<b>Design, Rehabilitation, Improvement and Maintenance of Main and District Roads in Northern Province Package 3:</b> <ul style="list-style-type: none"> <li>• Heavy and Light Bush Clearing</li> <li>• Road Formation and Graveling</li> <li>• Mitre Drain provision</li> <li>• Installation of Culverts</li> <li>• Building of wing and head walls</li> <li>• Replacing of damaged culverts</li> </ul>	Prime Contractor
180 Km	17 <sup>TH</sup> October, 2005	July, 2006	8 Months	<b>Periodic Maintenance of the Mansa to Luwingu Road Project (M3) in Luapula Province:</b> <ul style="list-style-type: none"> <li>• Heavy and Light Bush Clearing</li> <li>• Road Formation and Graveling</li> <li>• Mitre Drain provision</li> <li>• Installation of Culverts</li> <li>• Building of wing and head walls</li> <li>• Replacing of damaged culverts</li> <li>• Periodic Maintenance of the 86 Km</li> </ul>	Prime Contractor



## ROAD CONSTRUCTION EXPERIENCE

Gravel Road Length	Start Date	End Date	Contract Period (months)	Scope of Work under Prime Contract	Role
86 Km	29th August, 2008	28th September, 2009	7 Months	<b>Periodic Maintenance of the 86 Km Napum-dwe to Blue Lagoon Works</b> <ul style="list-style-type: none"> <li>• Heavy Grading</li> <li>• Re-gravelling</li> <li>• Vegetation Control</li> <li>• Bush Clearing</li> <li>• Drainage works</li> <li>• Construction of Culvert Headwalls</li> <li>• Wingwalls and cleaning of Culverts</li> </ul>	Prime Contractor
114 Km	21st October, 2008	June, 2009	8 Months	<b>Rehabilitation and Maintenance of the 114 Km D134 Petauke to Chilongozi and Ukwimi Sonja road in Eastern Province</b> <ul style="list-style-type: none"> <li>• Heavy Grading</li> <li>• Re-gravelling</li> <li>• Vegetation Control</li> <li>• Bush Clearing</li> <li>• Drainage works</li> <li>• Construction of Culvert Headwalls</li> <li>• Wingwalls and cleaning of Culverts</li> </ul>	Prime Contractor
86.1 Km	October, 2008	March 2009	5 Months	Rehabilitation and Periodic Maintenance of the 86.1 Km Mununga to Nkoshya Mukunsa Road Project in Luapula Province <ul style="list-style-type: none"> <li>• Heavy Grading</li> <li>• Re-gravelling</li> <li>• Vegetation Control</li> <li>• Bush Clearing</li> <li>• Drainage works</li> <li>• Construction of Culvert Headwalls</li> <li>• Wingwalls and cleaning of Culverts</li> </ul>	Prime Contractor







**2025 - 2026**

## **CHIPATA - CHADIZA**

**SCOPE OF WORK** - Design and construction of the Chipata to Chadiza road from gravel to bituminous standard

**CONTRACT SUM** - USD \$60 Million

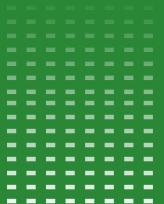
**CONTRACT PERIOD** - 12 Months

**COMPLETION DATE** - August 2026

**FUNDED BY** - National Treasury



**CORPORATE EXPERIENCE**





# OUR SUBSIDIARY COMPANIES

## SABLE

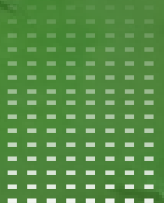
TRANSPORT & CONSTRUCTION

CFL was incorporated in 1996 and ventured in sugar cane farming at Kafue. CFL prides itself as the only wholly Zambian owned and managed sugar producer in the country. CFL sugar is marketed under the brand of Kafue Sugar and enjoys an estimated 30% share of the sugar market in Zambia (2nd to Zambia Sugar with almost 70% of the market).

Our Kafue Sugar plant has a 3,500 Tons per day crushing and processing capacity. Today CFL has 7,000 hectares under cane and has grown to being the 2nd largest sugar producer in the country. The development of the Shibunyunji District at Kafue Flats is today largely dependent on Kafue Sugar.



CONSOLIDATED FARMING LIMITED







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## CONSERVATION

Preserving, protecting, maintaining and improving Zambia's natural resources and environment is critical for Zambia's infrastructure and development particularly with respect to land preservation. The Sable Group is actively engaged in producing carbon credits and is working with domestic and international partners and our local communities to promote sustainable agricultural use.



## ENVIRONMENT





## TRAINING

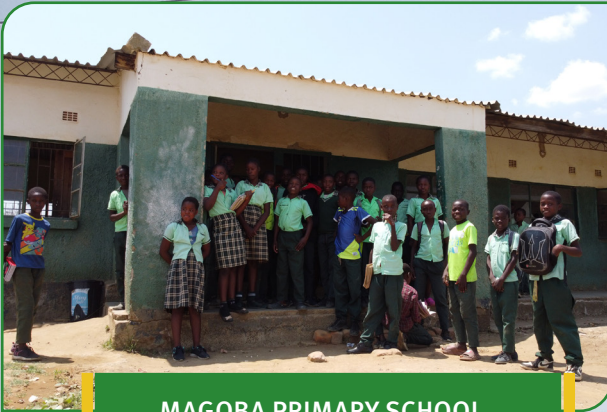
Our work require that Sable Group employees have relevant training and certification for key jobs such as engineering, human resource management, employee counselling, sensitivity training such as adherence to anti-discrimination laws and practices as well as fair labour practices.



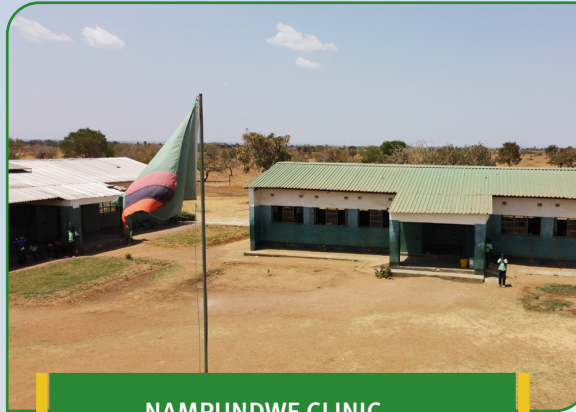
## HUMAN RESOURCES



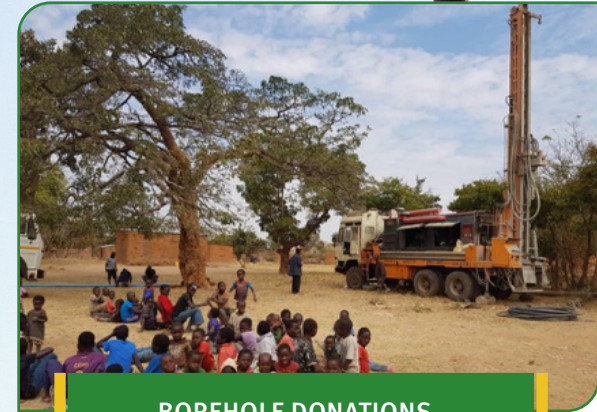




MAGOBA PRIMARY SCHOOL



NAMPUNDWE CLINIC



BOREHOLE DONATIONS

**SABLE**  
TRANSPORT & CONSTRUCTION

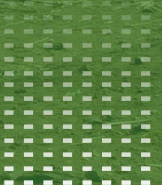
Our commitment to assisting and investing in our local communities is deep. We have created jobs in the region and provided safe and clean drinking water. The Sable Group have built clinics, schools, mortuaries, and roads to support our communities.



NAMPUNDWE  
POLICE POST



**CORPORATE SOCIAL INVESTMENTS**







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Construction of 150 million dollars second largest sugar factory in Zambia for Consolidated Farming Limited. A subsidiary of Sable transport Limited.



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