

About Africa Co.

PRESS RELEASE

Monday, the 8th of April, 2024

For Immediate Release

Subject: Farm Arbeit Adelt Sossusvlei Shuttle Service Concession

HEADLINE:

COMMUNITIES SET TO MAKE OVER 100MILLION, PREVIOUSLY IT WAS NOTHING

To Our Esteemed Media Partners and the Wider Community,

In the wake of recent discussions, notably following an article in The Namibian, it is imperative for us at GROW NAMIBIA CC T/A ABOUT AFRICA CO to clarify the narrative surrounding our successful acquisition of the "Farm Arbeit Adelt Campsite and Sossusvlei Shuttle Service" concession. This clarification aims to ensure the accurate portrayal of our journey and the integrity of the concession bid process.

Our path to securing this concession was marked by unwavering adherence to principles of fairness, transparency, and ethical practices. We embarked on this journey not solely for the advancement of Namibia's tourism but with a steadfast commitment to fostering sustainable and community-focused initiatives.

The bidding process, under the auspices of the Ministry of Environment, Forestry, and Tourism (MEFT), demonstrated a structured and transparent approach from its inception. From the initial announcement in the Namibian newspapers on November 8, 2023, through to our proactive engagement, site visits, and meticulous bid preparation, our actions were aligned with a broader vision to enhance Namibia's tourism landscape.

Amidst the discourse, it is crucial to address certain narratives, especially concerning the involvement of Namibia Wildlife Resorts (NWR) in the bidding process. For clarity and transparency, it is important to note that NWR was not only fully aware of the bid but also participated in the required bidding registration, briefing session, and site visit. Despite this, NWR was ultimately disqualified due to the late submission of their bid document—a clear testament to the stringent adherence to the rules and deadlines set by the MEFT, ensuring a fair and competitive bidding environment.

The significance of this concession extends beyond the realms of tourism development to profoundly impact the local communities. Under the visionary leadership of Minister Shifeta and his team, the concession is poised to channel more than 100 million Namibian Dollars into the communities involved, marking a transformative departure from previous engagements, where the services and activities bore benefit only to the operator, and nothing for any community. This concession, a

partnership between the communities and our company, reflects the Ministry of Environment and Tourism's dedication to improving community livelihoods through sustainable projects.

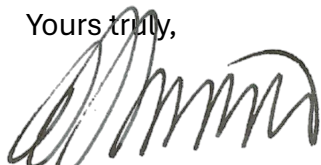
Our Corporate Social Plan outlines not just the financial benefits exceeding 100 million Namibian Dollars but also a comprehensive approach to community engagement and development. This includes initiatives aimed at education, health, and sustainable development, underpinning our commitment to a future where community benefits and sustainable tourism practices are intertwined. This information was also communicated to the communities present at the signing ceremony held in Mariental in March, making comments that the community was not aware of this, simply not true.

Ignorance, is a much too easy trait, that will eventually just lead to knee-jerk, uninformed and outright childish reactions. The oversight by some, particularly the omission of the significant role and benefits afforded to the communities and the transparent processes adhered to throughout the bidding process, is regrettable. It overlooks the project's core values of inclusivity and community upliftment.

As we move forward, our dedication to implementing sustainable tourism practices remains unwavering, with a focus on benefiting local communities and preserving Namibia's unique cultural and environmental heritage. We invite all stakeholders, including our media partners, to join us in this journey, offering an open invitation for dialogue and further insights into our plans.

Together, let us work towards a future where sustainable tourism is a key driver for economic development, community enrichment, and environmental preservation in Namibia.

Yours truly,



Heiko Dörgeloh

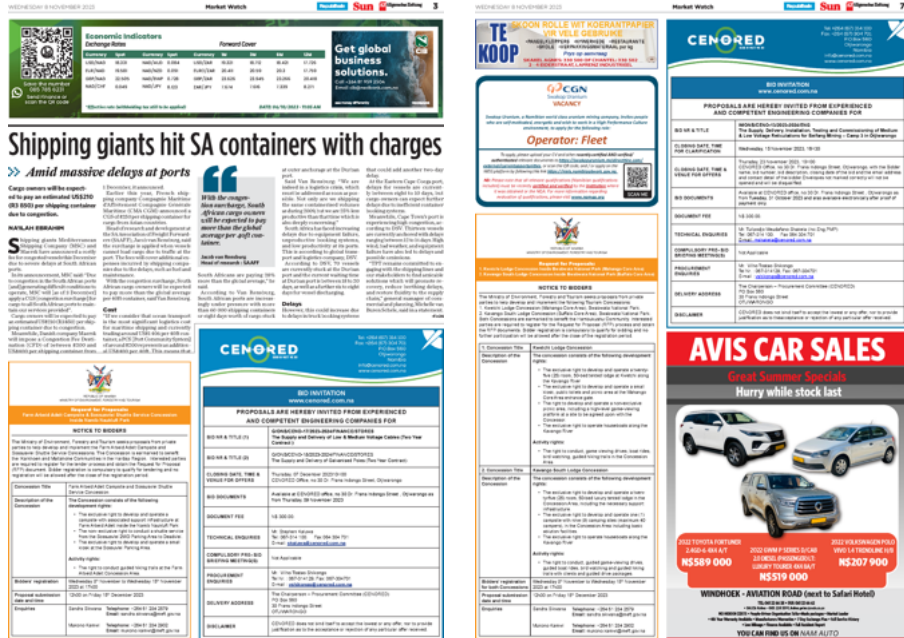
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See annexure

ANNEX – Procession of steps and supporting information provided to The Namibian in the spirit of Transparency, on being questioned about the matter:

As promised, receive herewith our response in the form of the following timeline/details.

- Requests for Proposals were published in various Namibian newspapers, and taken note of by my office, our extract of the same (Republikein, 08 November 2023), enclosed:



See link: https://flippers.my.na/main/flipper_img/2182#mybook/11

- Subsequently, my office registered as Bidder by way of e-mail, to the provided enquiries addresses in the advertisement, information pertaining to these various requests published
- The Registration was done in the name of our company, GROW NAMIBIA CC T/A ABOUT AFRICA CO, a fully PDN owned close corporation, duly registered with BIPA and incorporated under the laws of Namibia, in Good Standing with NAMRA, Social Security Commission and our Banking Institution (see attached certificate of incorporation, and available good standings), in my name as representative of the company, being duly authorised thereto
- Feedback to the registration was reverted two fold, once for the Sossusvlei Concession, and once for the concessions at Bwabwata National Park, by the Ministry, with confirmation of our registrations as well as providing of relevant information pertaining to the requests
- We decided to plan, prepare and submit a bid for the “Farm Arbeit Adelt Campsite and Sossusvlei Shuttle Service Concession”
- The required briefing session held in Windhoek, was attended
- The required site visit at Farm Arbeit Adelt and Sossusvlei was also duly attended
- The following other registered bidders were noted, whilst signing in. We were the first to sign in, and a snapshot of the signing in document was taken for our record:

Farm Arbeid Adelt Campsite & Sossusvlei Shuttle Concession-Brief

Bidder's Name	Contact person	Signature
1. Ikharu-Khoe Transfers	B. Name	
2. About Africa Co	H. Dorigeloh	
3. Maru Oms Tours CC	T. Paphus	
4. Homestead Group	H. Nghwente	
5. BIP/N Investments CC	A. Johannes	
6. Beni Abraham Investment CC	I. Abraham	
7. Joan Car Hire CC	I. Kuutondikwa	
8. Living on the Edge CC	R. Dussab	
9. Namibia Wildlife Resorts CC	I. Shikesho	
10. Namonyi Village Resort CC	S. Nyambe	
11. NTN Safaris & Tours CC	N. Simon	
12. Orsandi Trading CC	V. Simon	
13. People Tours & Safari CC	A. Ngilifavali	
14. Untamed Vehicle Rental CC	N. Appotus	

Mobile phone photo extract, as proof of signing in to the site visit

- As per the RFP document, section 41, the successful Bidder would be required to form a dedicated company for this project. Extract of this section is enclosed. Based on this, the name reservation for a SPV (Special Purpose Vehicle) company was duly lodged with BIPA prior to the submission date, to showcase our compliance with this section (see BIPA letter attached). Having been successful in our bid, the company registration and finalisation was instructed to our Auditors, and is concluded.

41. The successful Bidder will be required to form a dedicated Namibian company to:

42.1. Implement the Project; and

42.2. receive all licenses, authorizations and approvals required by the laws of the Republic of Namibia.

- Our completed Bid was then submitted as outlined in the requirements, on 15.12.2024 before closing time. We remained at the office where submission was done until such time that the submitted bids were collected by MEFT. **Side Note:** It did come to our attention that approximately 20 minutes or more, after the closing time, a NWR Representative entered the building, still trying to submit their Bid document, which they were obviously unable to do, since the submission time had lapsed. This was also noted by various witnesses.
- We were then notified by way of email that our bid had been successful/SELECTED, and that as per section 89 of the RFP document (extract enclosed), 14 days would be allowed for Bidders to appeal the outcome. No such appeals were lodged.
- Upon the surpassing of the 14 business days, we were then presented with the award letter, having adhered to all requirements, and being selected based on our correct submission (letter attached)
- We then proceeded to await the contract, which was received and signed with THE COMMUNITY in March (Mariental, Governors Office, after which we now are diligently preparing to execute our plans for the concession as is within our rights.

In Conclusion:

Our transparency in this matter is. We look forward to be working with the communities and preserving the concessional areas that have been awarded to us. Our mission is quite clear, in that heed to our passions of creating exceptional experiences that showcase the uniqueness of our beautiful country, which we have the honour of calling home. We see the awarding of this concession as a stepping stone to many of our plans within the Namibian tourism industry. To say - watch this space - might just be somewhat cavalier, but with certainty I can say that we are not stopping here in proving that sustainable tourism aimed to support communities and preserve the absolute magic that Namibia has to offer.

Side Note:

It had come to our attention that a NWR, that had been a registered bidder according to the information provided, had circulated the enclosed communique. This is somewhat surprising, since, to reiterate, the company was also registered as a bidder, failed to

submit their bid in time, and then proceeded to claim that the matter had come to their attention. That makes no sense to me whatsoever. But, nonetheless, here it is.

