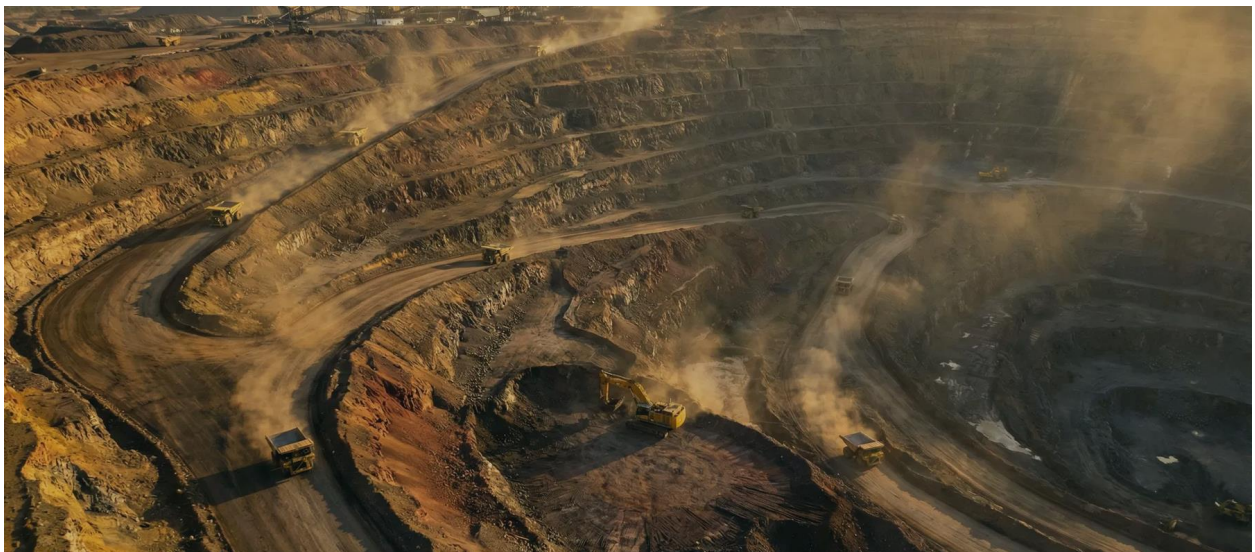




KALAHARIBEN ZAMBIA LIMITED

COMPANY PROFILE

Procurement, Works & Operational Delivery Capability



CIVIL & ROAD WORKS • VEHICLES & PARTS • PLANT & EQUIPMENT • MATERIALS & LOGISTICS

Zambian-registered | e-Government Procurement registered | 2026

WHO WE ARE

Company Overview

Kalahariben Zambia Limited (KZL) is a Zambian-registered commercial, procurement and operations company. KZL combines direct operating activities with project-specific supply, lease, subcontract and joint-venture arrangements to deliver works and supply contracts in Zambia.

The company is registered on Zambia's e-Government Procurement platform and is positioned to pursue selected public-sector and institutional tenders in civil works, feeder-road rehabilitation, vehicles, plant, spare parts, construction materials and related operational services.

KZL also provides compliance, corporate secretarial, management reporting, HR administration and market-entry support. This administrative capability strengthens tender governance, record keeping, contract reporting and delivery oversight.

Company at a glance

Legal name	Kalahariben Zambia Limited
Trading name	KZL
Registration	Zambian-registered company
Procurement status	Registered on Zambia's e-Government Procurement platform
Leadership	Bernardus Pretorius — Founder & Director
Operational market	Zambia, with an established Copperbelt operating network
Priority tender areas	Civil and road works; vehicles and parts; plant and equipment; construction materials
Delivery model	Direct delivery combined with disclosed and approved suppliers, leases, subcontractors and JVs

STRATEGIC TENDER POSITIONING KZL can act as the prime contractor and single point of contractual responsibility while assembling accredited technical personnel, plant, suppliers and delivery partners for each tender where permitted and disclosed. Every bid should be supported by documentary evidence of the registrations, similar works, equipment access, personnel and financial capacity required by that tender.

WHAT KZL DELIVERS

Capability Portfolio

KZL's capability model is deliberately integrated: procurement and works delivery are supported by commercial management, compliance, logistics and reporting. This allows the company to coordinate multiple suppliers and contractors under a single project structure.

1. Procurement & General Supply

1. Vehicles, trucks and commercial fleet sourced through approved dealers and distributors.
2. Earthmoving plant, construction equipment, attachments and project-specific hire solutions.
3. OEM and reputable aftermarket parts, tyres, batteries, filters, lubricants and related consumables.
4. Supplier evaluation, pricing, logistics planning, inspection, delivery and handover documentation.

2. Civil, Road & Infrastructure Works

5. Site establishment, clearance, earthworks and roadbed preparation.
6. Borrow-material management, haulage, gravel placement, watering, grading and compaction.
7. Road rehabilitation, maintenance, drainage and minor civil-construction scopes.
8. Engineering, survey, laboratory and quality inputs provided through qualified personnel and partners.

3. Plant, Equipment & Logistics

9. 50-ton mobile-crane and lifting support for project and industrial applications.
10. Excavators, loaders, tippers, graders, rollers, water bowsers and support plant assembled per project.
11. Transport, material haulage, mobilisation, operator coordination and maintenance support.
12. Owned, leased and partner resources documented transparently for each tender.

4. Construction Materials & Bagging

13. 50 kg bagged crusher stone, crusher dust, building sand and aggregate.
14. Bulk aggregate and road-construction materials sourced through established production networks.
15. Stock, dispatch and delivery coordination for construction and institutional customers.
16. Product specification and test documentation arranged where the contract requires it.

INTEGRATED SUPPORT FUNCTIONS

Capability Portfolio (continued)

5. Contract & Project Administration

- 17.Tender review, bid coordination, cost build-up, work programmes and mobilisation planning.
- 18.Subcontractor, supplier, document, progress and payment-certificate management.
- 19.Commercial reporting, cost control, risk tracking and client communication.
- 20.Close-out records, handover packs and performance reporting.

6. Business Support Services

- 21.Monthly compliance and management reporting.
- 22.Corporate secretarial and PACRA support.
- 23.HR administration and employment documentation.
- 24.Market-entry and local operational support for foreign businesses entering Zambia.

Why KZL

- 25.Zambian registration with an established Copperbelt operating network.
- 26.Practical leadership across procurement, contracts, plant, aggregates and logistics.
- 27.Flexible direct, lease, subcontract and joint-venture delivery structures.
- 28.Contract accountability supported by compliance, cost control and client reporting.

FROM SOURCE TO HANDOVER

Procurement & Supply Delivery

KZL approaches supply tenders as controlled delivery projects. The objective is to confirm source, specification, quality, landed cost, delivery date and warranty obligations before a bid is submitted.

29. **Define the requirement.** Confirm technical specifications, quantities, standards, delivery location, inspection and acceptance criteria.
30. **Qualify the source.** Obtain firm quotations from credible manufacturers, dealers or distributors and confirm warranty support.
31. **Build the delivery plan.** Price freight, duties, taxes, foreign exchange exposure, inland logistics, insurance and lead time.
32. **Control documentation.** Maintain origin, serial-number, conformity, inspection, packing, delivery and warranty records.
33. **Deliver and commission.** Coordinate transport, offloading, inspection, acceptance, training or commissioning where required.
34. **Close out.** Secure signed delivery records, handover certificates, warranty contacts and payment documentation.

Priority supply categories

Category	Representative scope	Delivery evidence
Vehicles & fleet	Light vehicles, trucks, specialised units and attachments	Dealer/OEM quote, specification, warranty and delivery schedule
Parts & consumables	Engine, drivetrain, filtration, tyres, batteries and service items	Part numbers, manufacturer traceability and inspection
Plant & equipment	Earthmoving, construction, lifting and support equipment	Ownership, lease or supply agreement; technical schedule
Construction materials	Bagged products, aggregates and project materials	Product specification, test results and delivery records

COMMERCIAL DISCIPLINE KZL should not submit a supply bid until the source, lead time, landed cost, warranty, payment terms and delivery responsibility are confirmed in writing. This protects both bid credibility and project margin.

SELECTIVE, CONTROLLED EXECUTION

Civil, Road & Infrastructure Works

KZL targets manageable scopes in which programme, cost, plant and quality can be controlled. The initial focus is earthworks, gravel-road rehabilitation, road maintenance, minor civil works, construction-material supply and associated logistics.

Typical work packages

- 35. Mobilisation, site establishment, setting out and traffic or access arrangements.
- 36. Clearing, grubbing, earthworks, cut-to-fill operations and roadbed preparation.
- 37. Borrow-material sourcing, excavation, haulage, placement and moisture conditioning.
- 38. Grading, rolling and compaction of gravel wearing courses.
- 39. Drainage, culverts, erosion control and minor concrete works where specified.
- 40. Material testing, survey control, quality records, progress measurement and handover.

Project resource assembly

Resource	KZL delivery approach	Tender evidence
Engineering & supervision	Direct appointment or approved technical partner	CVs, qualifications, practising licences and commitment letters
Plant & equipment	Owned, leased, hired or subcontracted for the project	Proof of ownership, lease/hire agreement and equipment schedules
Operators & maintenance	Competent operators and mechanical support assigned to site	Competency proof, CVs and maintenance arrangements
Materials & transport	Qualified source plus controlled haulage and dispatch	Source confirmation, test results, fleet and delivery plan
Survey & laboratory	Qualified service provider or project-appointed specialist	Equipment schedule, calibration and testing capability

FEEDER-ROAD TENDER READINESS For road bids, KZL assembles the exact personnel, plant and proof documents required by the bidding schedule — typically including engineering supervision, competent operators, graders, rollers, water bowsters, tippers, excavators and survey equipment. Capacity is evidenced per bid rather than claimed generically.

SINGLE-POINT ACCOUNTABILITY

Delivery Model & Project Controls

KZL's role as contract owner is to convert a tender requirement into an executable delivery structure. Suppliers, subcontractors, leased resources and joint-venture partners are selected for the scope, documented and managed under a common programme and reporting framework.

- 41.**Bid gate.** Confirm mandatory compliance, technical fit, documentary evidence, programme, funding and risk.
- 42.**Partner selection.** Prequalify technical partners, suppliers and plant providers against the tender requirement.
- 43.**Commercial structure.** Fix scope, pricing, payment terms, programme, insurance, HSE, quality and liabilities.
- 44.**Mobilisation.** Finalise approvals, site establishment, personnel, plant, materials, reporting and communication.
- 45.**Execution.** Control production, programme, quality, safety, subcontractors, variations, costs and client reporting.
- 46.**Handover.** Complete testing, snagging, records, acceptance, warranties, demobilisation and commercial close-out.

Core project controls

Control area	KZL management focus
Commercial	Approved budget, committed cost, cash flow, variation control and payment tracking
Programme	Baseline schedule, mobilisation plan, weekly look-ahead and recovery actions
Technical	Approved method statements, competent personnel and tender-compliant resources
Quality	Inspection and test plans, material records, measurements, non-conformance and handover files
HSE	Site-specific risk assessments, induction, PPE, equipment inspections, incidents and corrective action
Governance	Approved partners, declarations, audit trail, ethical procurement and contract reporting

SUBCONTRACTING PRINCIPLE Any lease, subcontract or joint-venture structure must be disclosed and approved where the tender or contract requires it. Partner agreements should carry back-to-back scope, programme, quality, safety, insurance, reporting and liability obligations.

CREDIBLE EVIDENCE

Experience & Management

KZL operating base

KZL's current operating activities provide a practical foundation for tender delivery. These include commercial bagging operations, 50-ton crane and equipment hire, transport and logistics, procurement, compliance reporting and project administration.

47.Commercial bagging of construction materials supplied into the Zambian construction market.

48.Mobile-crane, equipment and transport activities supported by project-specific costing and job records.

49.Procurement and commercial structures using supplier, lease, subcontract and cost-recovery models.

50.Administrative capacity covering reporting, compliance, HR records and corporate documentation.

51.2026 registration on Zambia's e-Government Procurement platform and ongoing tender screening.

Leadership experience underpinning KZL

Founder and Director Bernardus Pretorius brings 20 years of management experience in Zambia's mining-services, aggregate-production and construction-supply environment. His wider operating experience provides KZL with practical capability in procurement, contracts, pricing, production, plant, fleet, logistics, workforce leadership and stakeholder engagement.

Experience area	Evidence base	Relevance to KZL
Aggregate & construction supply	Granite-based aggregates supplied to mining, public and private road projects	Materials, logistics, specifications and customer delivery
Operational leadership	Historically managed a 70–120 person workforce	Multi-function supervision, HR, maintenance and reporting
Commercial scale	Approx. 298,000 tonnes through the weighbridge and ZMW 56.6 million net trade sales in 2025	Production, dispatch, pricing, controls and cash-flow discipline
Contract leadership	Complex mining-company agreements and government-level stakeholder engagement	Negotiation, risk allocation, contract governance and escalation
Resource mobilisation	Fixed and mobile plant, fleet, workshop and subcontracting models	Project-specific equipment and delivery structures

BID-BY-BID PROOF

Tender Readiness & Compliance

KZL maintains its corporate and operational documentation and assembles a tender-specific evidence pack for each opportunity. The exact schedule is governed by the bidding document and the e-GP submission fields.

Evidence area	Typical tender documentation
Corporate & legal	Certificate of incorporation, PACRA printout, authorisation or power of attorney, litigation and suspension declarations
Tax & statutory	ZRA tax clearance, NAPSA compliance, Workers' Compensation and local business-levy evidence
Procurement & sector	e-GP registration and applicable NCC, ERB or other sector licences for the tender category
Financial	Bank statements, financial capacity, bid security or declaration, performance-security arrangements and project cash-flow plan
Technical	Method statement, work programme, personnel CVs and licences, equipment proof, material sources and testing plan
Experience	Orders, contracts, completion certificates and verified references for similar work
Commercial	Priced BOQ or schedule, supplier quotations, delivery programme, warranty and after-sales commitments

Priority tender strategy

Tender category	KZL position	Bid threshold
Civil & road works	Prime contractor supported by qualified engineering, plant and works partners	Bid only when licence, similar-work proof, plant, personnel and cash flow are confirmed
Vehicles & transport equipment	Contract owner sourcing through recognised dealers or manufacturers	Confirmed specification, warranty, delivery date, landed cost and payment structure
Parts & consumables	Local and cross-border sourcing with traceability and logistics control	Verified part numbers, source, lead time, quality and margin
Plant & equipment hire	Direct, leased or partner fleet under a controlled project schedule	Signed availability, condition, insurance, operator and maintenance arrangements
Construction materials	Bagged and bulk material supply through KZL and established producers	Source capacity, specification, test evidence, transport and dispatch plan



KALAHARIBEN ZAMBIA LIMITED

Procurement, works and operational delivery capability for Zambia.

TENDER ENQUIRIES For company documentation, bid-specific capability schedules, supplier confirmations, equipment arrangements or delivery partnerships, contact KZL directly.

Email: info@kalahariben.com

Website: www.kalahariben.com

South Africa / WhatsApp: +27 82 574 9912

Zambia: +260 97 985 1225

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