



ONGOS VALLEY

**Prepared for:**  
**ean**  
**Economic Association of Namibia 2022**

Reagon Graig - OVD Chairman

March 2022

## Overview

### 1. Background

- About Ongos Valley Development

"We Build Neighbourhoods"

### 2. Learnings & Key Success Factors

### 3. Closing Message





ONGOS VALLEY

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Background



## About Us

Ongos Valley Development (Pty) Ltd. is a **multi-disciplinary infrastructure development company** with a passion for creating sustainable housing solutions across the African continent.

Our expertise stretches across the full range of professional built environment services, placing us in a unique position to deliver large scale infrastructure projects within the region.

### Our Mission

***“To create vibrant and dynamic communities that harness the power of ownership to thrive”***

## Our Services



Infrastructure Development



Construction Financing



Capital Raising



Alternative End-User Financing



## Our Leadership

**Reagon Graig**  
Chairperson



**Chris Nieuwoudt**  
Chief Operations Officer



**Americo De Almeida**  
Managing Director



**Afra Schimming-Chase**  
Director



**John Steytler**  
Director

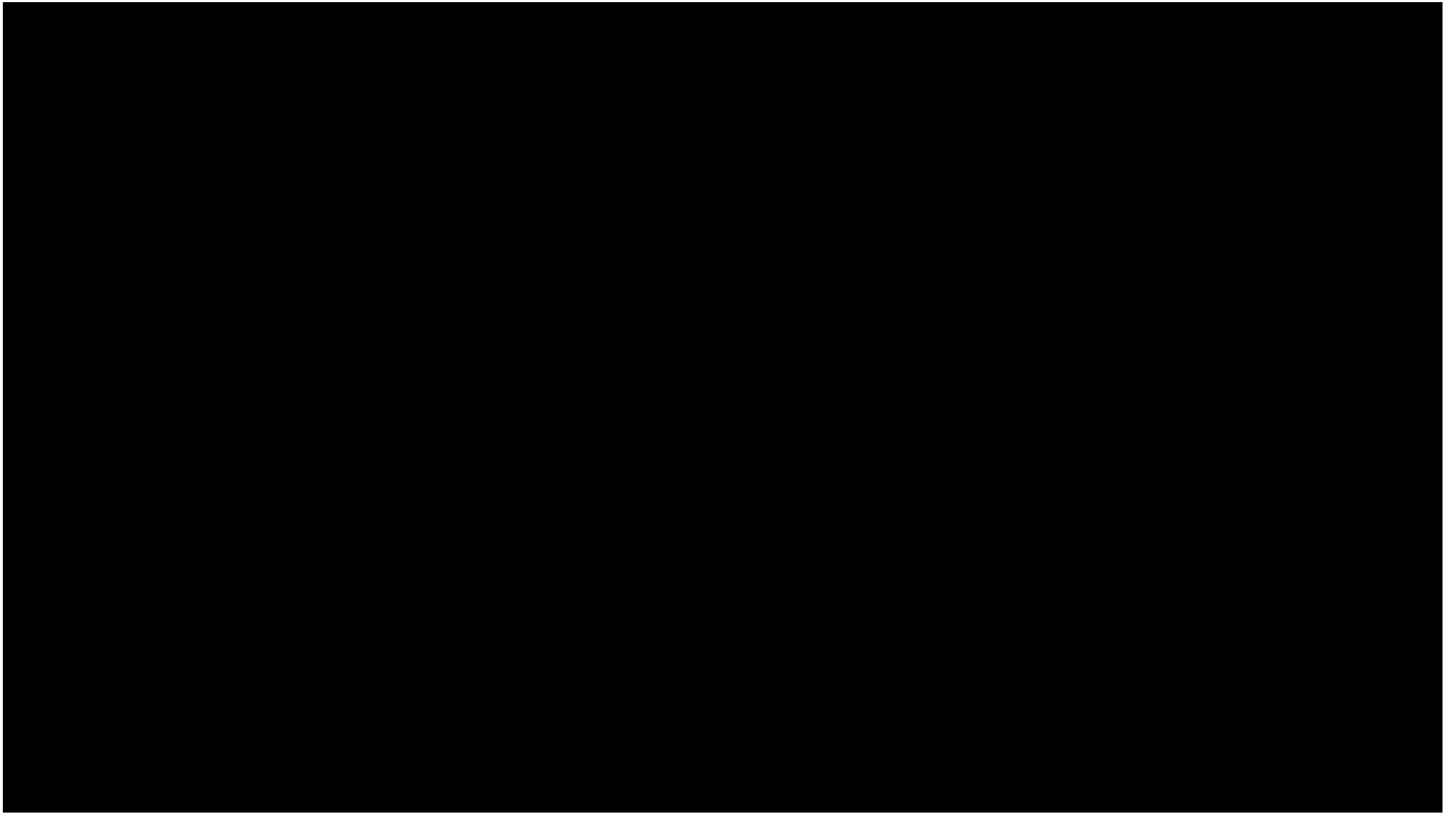


**Victoria Mbudje**  
Director



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Ongos Valley Development (PTY) Ltd. is led by a dedicated team of experienced professionals whose expertise range across the construction, investment financing, operations and banking fields. Ongos Valley adheres to the highest levels of corporate governance and management principles in order to effectively and efficiently drive growth and sustainability.



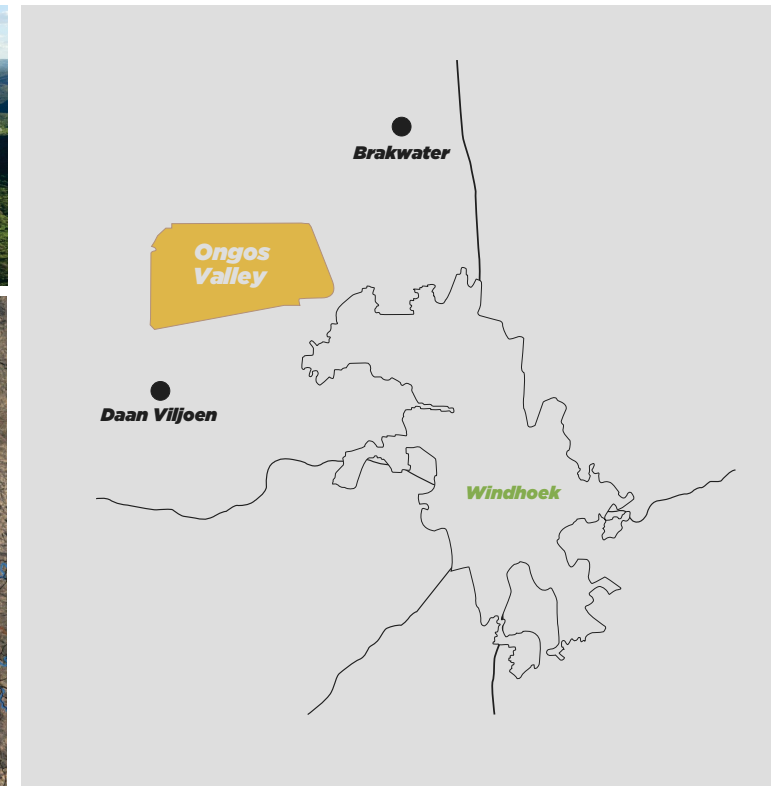
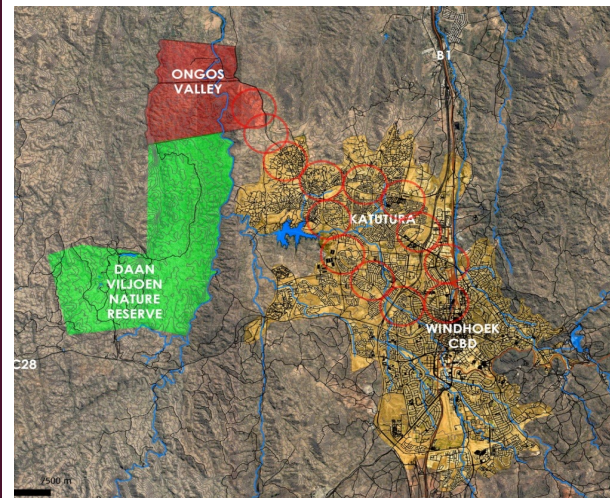
## Project Introduction

- Ongos Valley is Namibia's largest single residential development
- Measuring 1,750 hectares in size
- Will provide over 28,000 medium cost residential units at completion
- Phase 1 to provide 4,500 units
- Creating over 14,000 employment opportunities (phase 1)
- Unlocking and boosting the local economy with N\$4.3 billion investment



## Project Location

- Situated only 14km from Windhoek's CBD
- North Western corridor of WHK
- Only sustainable growth area for Windhoek





## Our Clients

- Civil Servants
- NDF Members
- Nampol Members
- NUNW Members
- Young Professionals



## Site Progress: Waste Water Treatment Plant (Complete)



## Site Progress: Fresh Water Reservoir (Complete)



## Site Progress: Housing Construction



## Site Progress: Housing Construction



## Site Progress: Housing Construction



## Site Progress: Housing Construction



## Site Progress: Housing Construction (Interiors)





## Site Progress: Housing Construction (Interiors)



## Site Progress: Main Access Road





ONGOS VALLEY

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## Lessons & Key Success Factors

## Building Neighbourhoods ...the nature of the project

### 1. Its **large**

- Significant financial commitment.
- Affects large communities

### 2. The **term** spans more than one generation.

- Founder needs to be resilient.
- Impact on financial models.

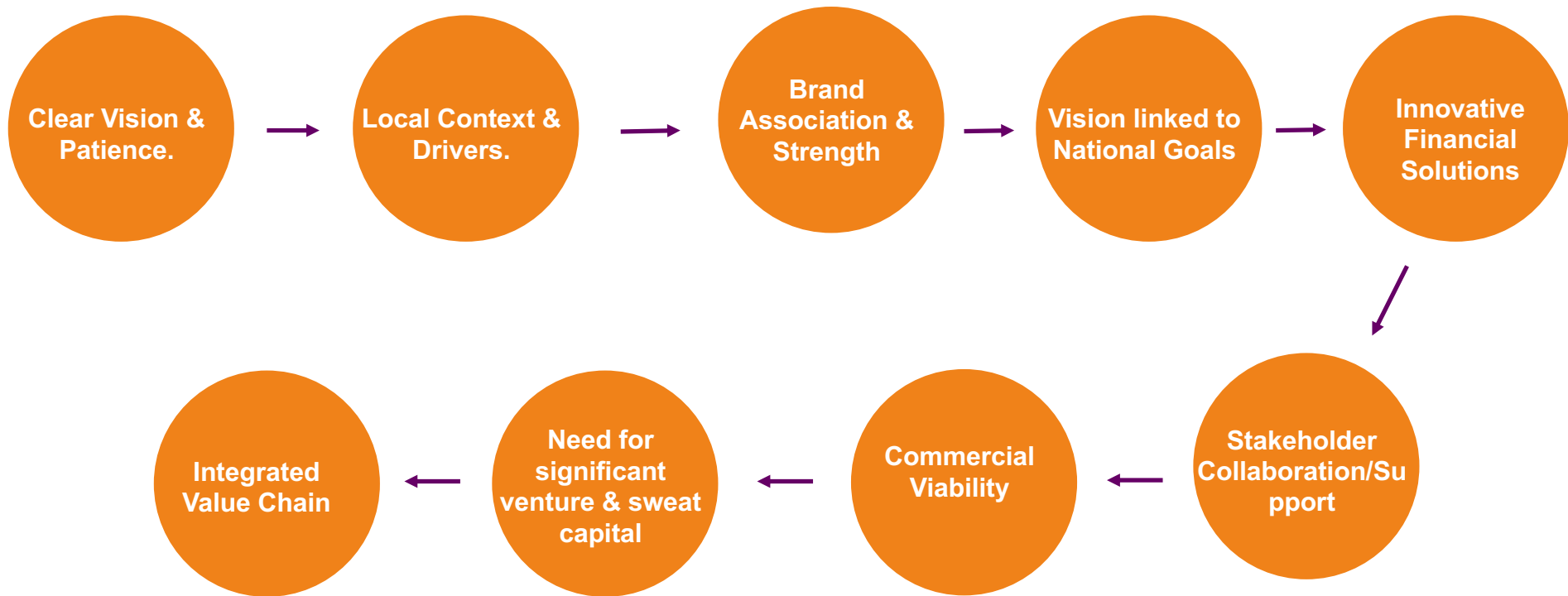
### 3. Significant **Stakeholders**

- Various
- Overlap
- Influence on outcomes.





## KEY SUCCESS FACTORS – Developers Perspective to Unlock the Ecosystem





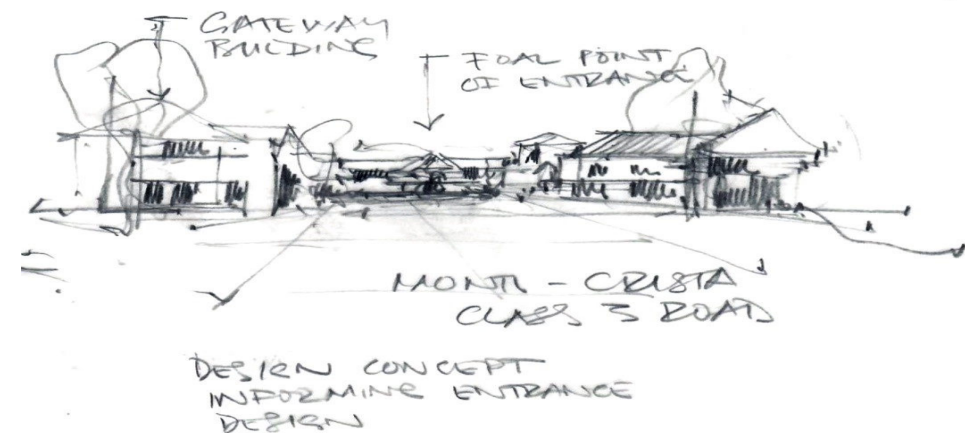
## 1. KEY SUCCESS FACTORS

Clear Vision & patience (Long Term investment)

- It gets all the teams.
- Gives clear direction.

## Our Vision

**“To be at the forefront of the African Renaissance by providing solutions that elevate human dignity through the power of ownership”**



## 2. KEY SUCCESS FACTORS

### Local context & Drivers – by Namibians for Namibians

- Understand the real environment
- Employment Creation
- SME Spend







### 3. KEY SUCCESS FACTORS

## Brand Strength (... the companies & the people)

### Strong technical teams

- Financial Experts
- Strong Support Services
- Experienced Developer/Operator
- Consultant

## Professional Team

**Role:** Attorneys  
**Expertise:** Legal and conveyancing



DR WEDER, KAUTÁ & HOVEKA INC  
LEGAL PRACTITIONERS - NOTARIES - CONVEYANCERS

**Role:** Urban Designer and Architect  
**Expertise:** Town Planning Urban Design



DENNIS MOSS PARTNERSHIP  
ARCHITECTS • URBAN DESIGNERS • LANDSCAPE ARCHITECTS • URBAN DESIGNERS

**Role:** Bankable Feasibility Study  
**Expertise:** Research, ESG, Transactional Advise, and Advisory



Monasa Advisory & Associates

**Role:** Tax consultant and Auditors  
**Expertise:** Tax, Accounting, Advisory and financial services



EY  
Building a better working world  
PwC

**Role:** Environmental Specialist  
**Expertise:** Environmental and Engineering Scientists



MATRIX CONSULTING SERVICES  
CONSULTANTS IN ENVIRONMENTAL, PROJECT MANAGEMENT AND GENERAL

**Role:** Land Surveyors  
**Expertise:** Topographical surveys, aerial surveys, land surveys, geotechnical surveys



strydom & associates  
LAND SURVEYORS

**Role:** Civil Engineers  
**Expertise:** Roads Engineering, Sewer and Water Reticulation Engineering, Structural Engineering Surveying, Transportation Engineering Flood Study Traffic Study



Lithon  
Project Consultants (Pty) Ltd

**Role:** Project Manager and Quantity Surveyor  
**Expertise:** Financial modelling, Project Costing



AIL  
ALL PROJECT COST CONSULTANTS  
REGISTERED QUANTITY SURVEYORS

**Role:** Financial Lead Arranger  
**Expertise:** Banking and Corporate Finance



NEDBANK

**Role:** Electrical Engineer  
**Expertise:** Electrical Engineering, Low and High Volt- age Reticulation Engineering, Mechanical Engineering



emcon  
consulting group

**Role:** Civi Engineers  
**Expertise:** Civil engineering, structural engineering, water storage and reticulation, mechanical and electrical engineering



SCE  
CONSULTING ENGINEERS

**Role:** Arranger / Administrator / Sponsor / Bookrunners  
**Expertise:** Stockbroker, Wealth Management and Corporate Finance



SIMONIS  
STORM

**Role:** Town Planner  
**Expertise:** Town Planning Urban Design



RITTA  
KHIBA  
Planning  
Consultants

**Role:** Design and Architects  
**Expertise:** Architecture



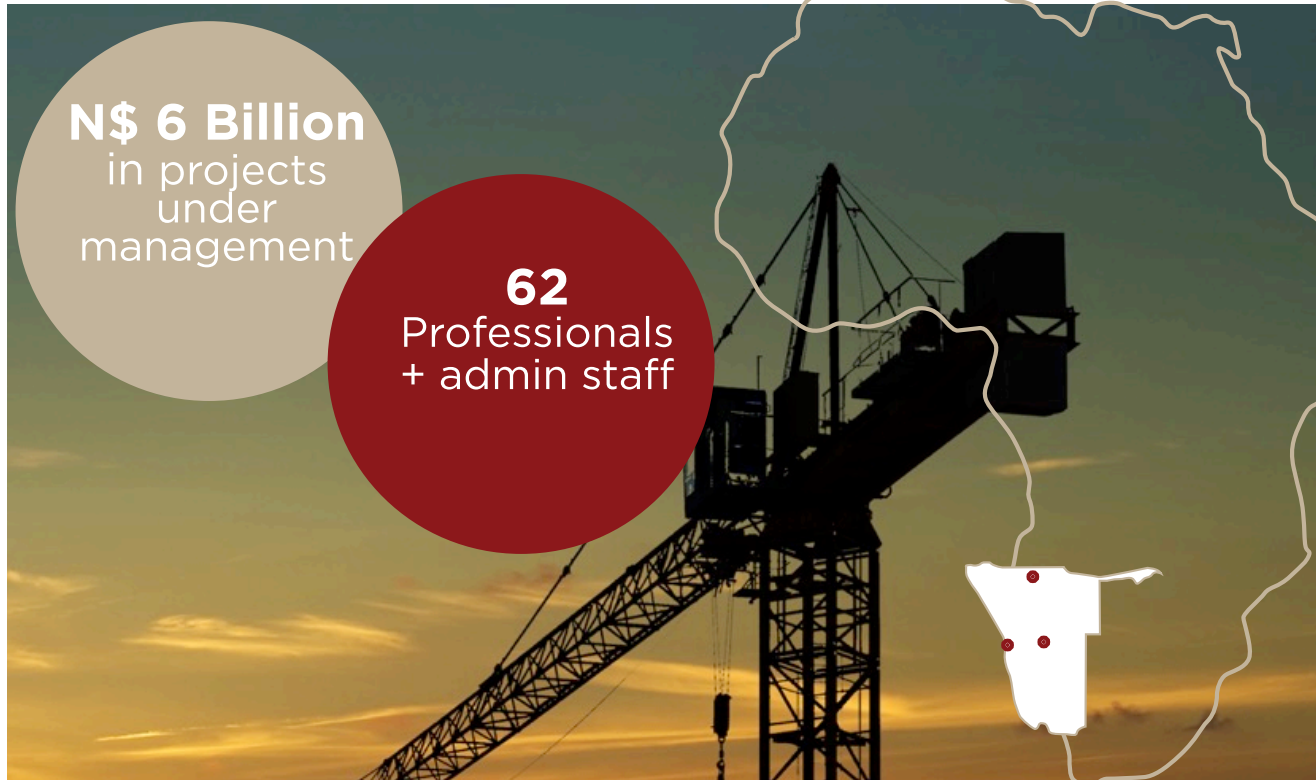
RICARDO MICHAELS  
ARCHITECTS  
KONDZENI  
NKANDZI  
ARCHITECTS  
INC.

**Role:** Engineers  
**Expertise:** Civil engineering, structural engineering,, mechanical and electrical engineering



DENCHI  
consulting engineers

## AIJ Corporate Snapshot



## 4. KEY SUCCESS FACTORS



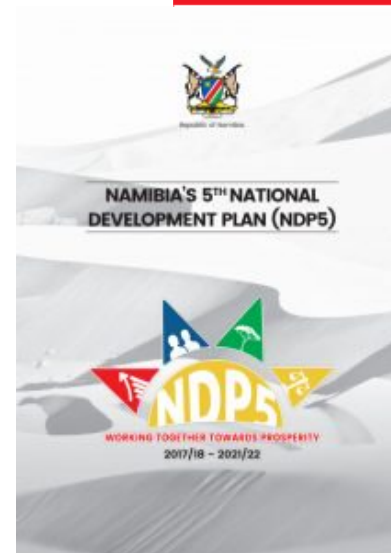
“  
The delivery of urban land and housing is an urgent undertaking, that involves overlapping stakeholders, markets and legal systems for accessing land, finance, services like water, electricity, sewerage and eventual construction.”

Vision linked to **National Goals**: national housing delivery.

- Deliver 20,00 housing units countrywide **by the end of the Harambee period.**
- Job creation (14,000)

-The overlap of the infrastructure agenda  
-In SADC... Energy, Housing, Food Security, Logistics, ICT Infrastructure.

Botswana components of the national development plan – “A decent standard of living consists of the following core elements: **Housing**, water, electricity and sanitation. Safe and reliable public transport. Quality education and skills development.”





## 5. KEY SUCCESS FACTORS

### Innovative Financial Solutions

- a. Separate **Risk Buckets** & Investor requirements – Bulk, Construction, SMEs, End User
- b. Have a **long term** view – consider the opportunity to refinance. ...Green City = Green Bond.
- c. Innovative **End User** Finance (RTO, Joint Purchase, operational ease of end user to access finance).
- d. Incremental Building removes pressure from cashflow.

## Rent-to-Own/ Rent-to-Retire

Ongos Valley Development is committed to providing access to financing for segments of the market often neglected by financial institutions. As a result, we've created **RTO Housing Namibia (Pty) Ltd.** as a Special Purpose Vehicle to offer alternative financing through an Installment of Sale Model (IOS). We have also registered a **N\$2 Billion Bond** on the Namibian Stock Exchange (NSX) to fund the RTO Programme.



### Rent-to-Own: How it works?

- 5 year agreement
- Purchase price is locked for 5 years
- Client pays 3.2% committment fee
- Monthly instalment of 1% of purchase price
- Buyer assumes responsibilities of property owner (Title remains with RTO)
- Client must be able to buy before RTO options expire
- RTO Supports client through financial literacy



### Rent-to-Retire: How it works?

- 5 year agreement
- Targeting older employees
- Purchase price is locked for 5 years
- Client pays 3.2% committment fee
- Monthly instalment of 1% of purchase price
- Buyer assumes responsibilities of property owner (Title remains with RTO)
- Client can settle using a portion of their pension payout
- RTO Supports client through financial literacy



## 6. KEY SUCCESS FACTORS

### Stakeholder Collaboration/Support

- Leadership
- Municipality
- Financiers
- Community
- Suppliers
- Shareholder/Staff
- Media

**“Ambassadors”**

## Smart City Partnership: Telecom Namibia



Ongos Valley will leverage the use of information and technology (ICT) to provide a better quality of life for its residents.

Smart technologies will be intergated throughout Ongos Valley city in order to optimise the provision of services and solutions that will drive sustained growth.

All homeowners will receive 1G free fibre internet a month for the first 10 years in Ongos Valley to help drive connectivity and access for all.





## Community Football Programmes

- Hosted a number of yearly local soccer tournaments to celebrate field
- Hosted a football clinic for local school learners to improve their skills
- Winners received prize money and medals
- Clinic hosted by former Brave Warriors player and Coach Ricardo Mannetti



## Community Fund Days

- Sponsorship of local fun & entertainment days
- Fun & Games for the kids & braai packs
- Face-painting & Jumping Castles
- Prizes & Lucky Packets

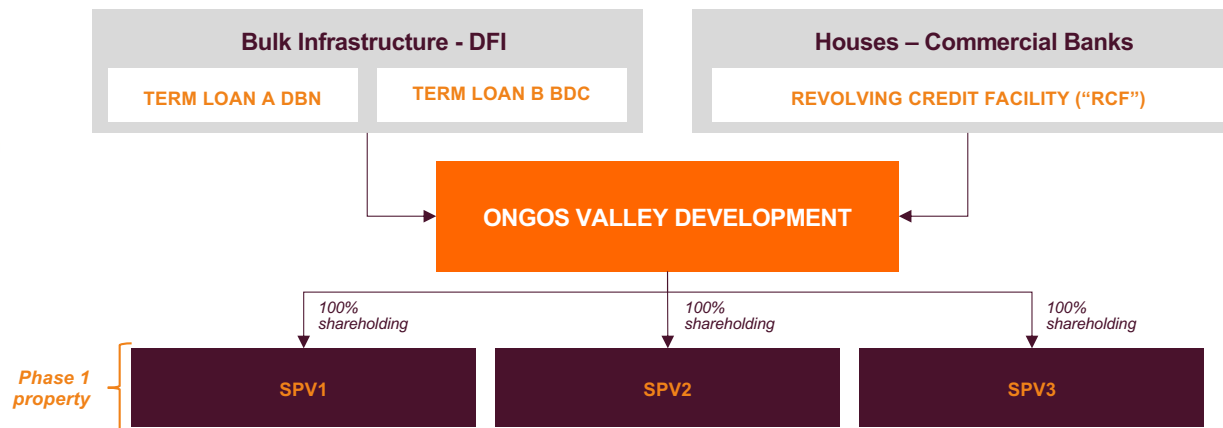




## 7. KEY SUCCESS FACTORS

### Commercial Viability & Bankability

- The financiers number one priority



## 8. KEY SUCCESS FACTORS

Need for significant Venture & Sweat Capital

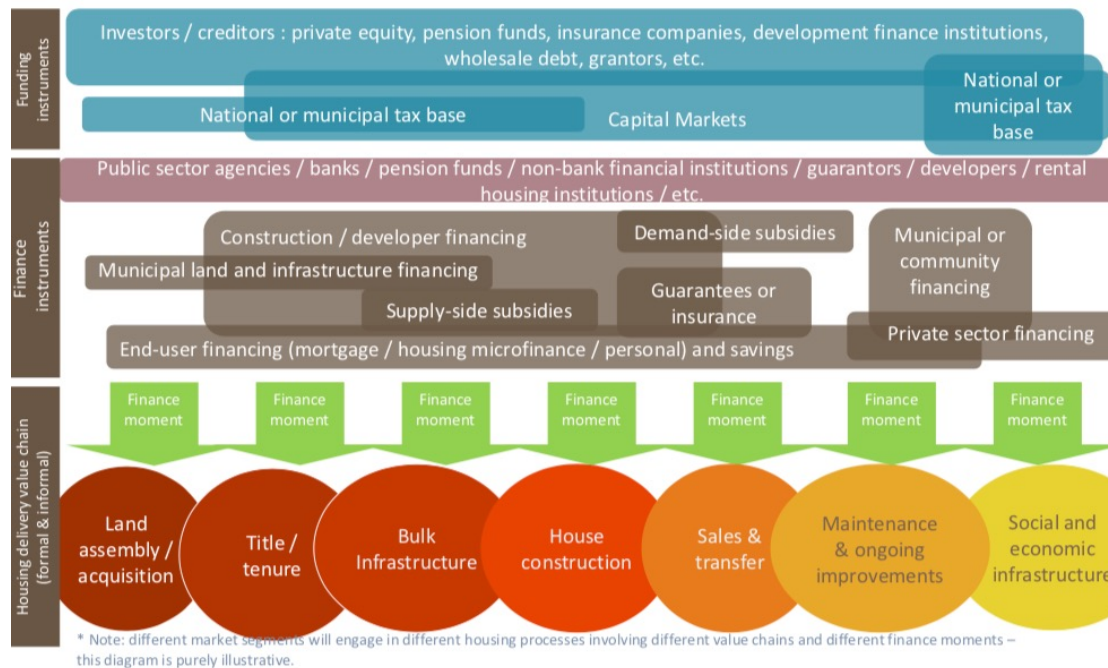
- **Founder resilience**



# 9. KEY SUCCESS FACTORS

## Integrated Value Chain

Each value chain – housing delivery (horizontal) and finance (vertical) – depends on the other. Investors need to understand their niche along this matrix, recognizing and working with other players to manage the risks and unearth the opportunities



Closing Message...

## **Deliberate Collaboration/Partnerships/Ambassadors**

...lets combine our expertise and experience  
to solve our challenges.



ONGOS VALLEY

Thank you for sharing in  
our journey

[www.ongosvalley.com.na](http://www.ongosvalley.com.na)

Ongos Valley



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@OngosV

