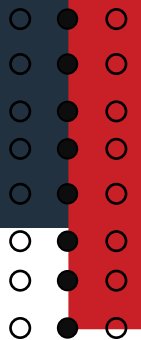




COMPANY PROFILE

2024



PREPARED BY DENZEL VAN WYK

Registration

Registration nr: cc/2020/05805
TIN: 11500603
VAT: 11500603-015

ADDRESS

P O Box 22840
Windhoek, Namibia

CONTACT US

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info@empeiriaconstruction.com

WELCOME



Company Concept

Welcome to Empeiria Construction, where our mission is to improve livelihoods through the provision of quality construction services. With a vision to build for generations, we are guided by core values of safety consciousness, ethics, teamwork, and a focus on delivering value. Our unique selling proposition is rooted in our unwavering dedication to ethical practices and quality assurance throughout every project. We believe in completing what we start, overcoming challenges with integrity, and ensuring compliance with local construction regulations to deliver properties of the highest value to our clients. Our commitment to transparency and innovation is reflected in our provision of detailed progress updates, including drone videos, pictures, progress reports, 3D BIM Models and project-specific websites for easy client access. Our target audience includes young professionals seeking their dream homes, investors looking for quality properties, and individuals or businesses in need of maintenance or renovation services. At Empeiria, we're not just building structures; we're building futures.

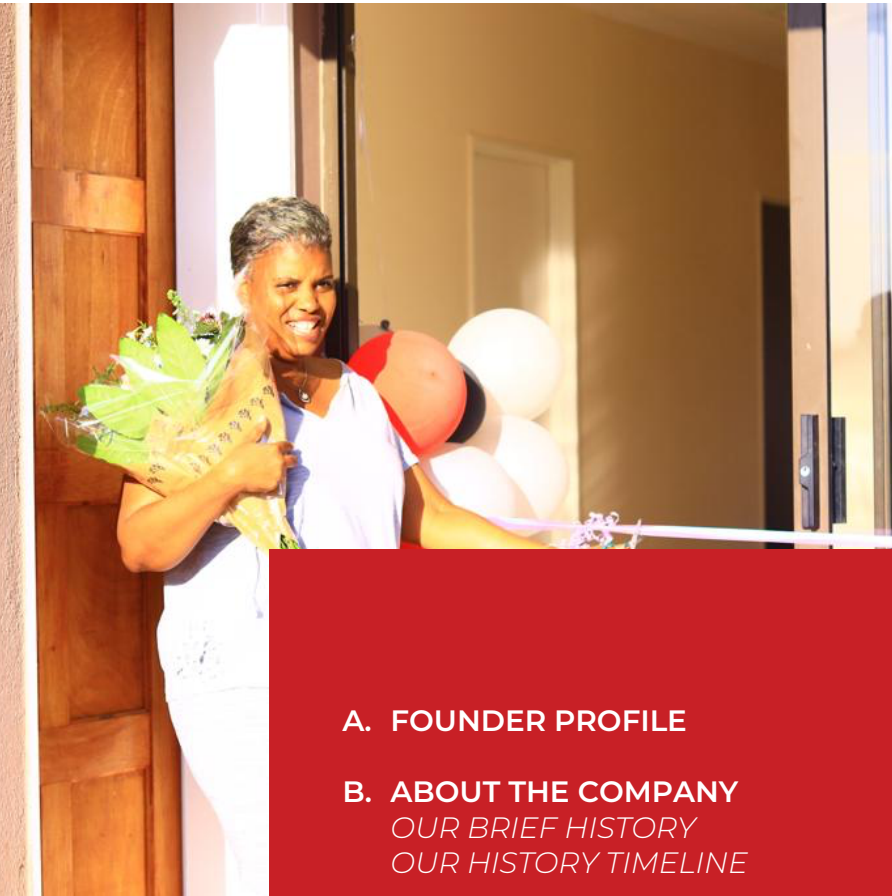


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FOUNDER PROFILE



DENZEL J. VAN WYK

COMPANY MANAGING DIRECTOR

Denzel Joseph van Wyk is a driven and accomplished individual with a strong background in geology and a passion for entrepreneurship. He graduated with a BSc (Hons.) in Geology from the University of Namibia in 2022, earning recognition as the Best Undergraduate Student in the Faculty of Agriculture, Engineering, and Natural Sciences. His academic journey was marked by exemplary leadership and involvement in organizations such as the Young Earth Scientists (YES) Network Namibia and the German Young Earth Scientists (YES) Chapter.



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Driven by a vision to make a positive impact on economies and communities, Denzel embarked on an entrepreneurial journey early on. In 2015, while still in high school, he co-founded Empeiria Construction that has since flourished under his leadership. Despite pursuing a career in offshore mineral exploration as a Marine Geologist after graduation, Denzel remains dedicated to his role as Managing Director of Empeiria. His commitment to excellence and innovation has seen the company register remarkable growth and success.

In his role as Managing Director, Denzel oversees strategic planning, financial management, client relations, business development, and more. His leadership is characterized by a focus on safety, quality, teamwork and ethical practices. Denzel's personal traits of dedication, goal orientation, and problem-solving are reflected in his relentless pursuit of the company's long-term vision - to build for generations.



Denzel envisions a future where Empeiria Construction expands its footprint across Africa, guided by a mission to deliver quality construction services that leave a lasting legacy.

His dedication to the company's success and his belief in the power of business and leadership as instruments for positive change inspire all who work alongside him.



"I admire what this company stands for and their rich history. I eagerly look forward to the finished work by this group of young and passionate people on every project they take on." - Denzel Joseph van Wyk

ABOUT THE COMPANY

Empeiria Construction cc was founded in 2020, and we have accomplished so much over the years. To offer exceptional services for the improvement of Namibia's economy and housing sector has always been our goal.



+30
PART-TIME
EMPLOYEES



+10
PROJECTS DONE



+200K
ANNUAL TURNOVER

OUR BRIEF STORY

Our Founders Denzel van Wyk and Sendly Lambert were inspired to start this company in the year 2015 while working on a small construction project of a house boundary wall in the suburbs of Otjiwarongo, Namibia.



As a 10th grade holiday laborer to Sendly on the project, Denzel shared his vision of how he would want to co-own a much more successful construction company delivering quality construction services and managing bigger construction projects in other areas throughout the country.

01

That marked the journey that has led to more projects such as complete house renovations and constructions, and more boundary walls.

02

But it was not until 2020 when the two managed to agree on a name, Empeiria, meaning 'experience' in the Greek language, and formally registered it as a close corporation.

Journey since
2015

It is through this journey that we have found our values and grown a better understanding of our mission and vision for Empeiria.

OUR HISTORY

TIMELINE

2015

Beginning of the Empeiria Construction vision at a Boundary Wall Project in Otjiwarongo, Namibia. Additional fund raiser renovation projects done through to 2020.

2020

Formal Registration with Business Intellectual Property Authority (BIPA) and NAMRA. Complete remodeling of a 3-bedroom House with a single garage, Otjiwarongo. Finalized Business Plan and Partnership Agreement.

2021

Company registered as an SME. Construction of a 3-bedroom House with double garage, Otjiwarongo.

2023

Fitness Certificate from Otjiwarongo Municipality. Start of Internship Program. Completion of an abandoned 3-bedroom House. Documentation and Cashflow Forecasting for the construction of a 3-bedroom house with double garage, Windhoek.



"If we are going to build for generations, we have to weather all storms and be patient in the process."

-D. van Wyk



MEET OUR DEDICATED TEAM

Welcome to our team at Empeiria Construction, where leadership, expertise, and dedication converge to drive excellence in construction. Led by our Managing Director, supported by our Operations Manager, and complemented by the contributions of our Accounting Intern and HR & Admin Trainee, our management staff embodies a commitment to innovation, efficiency, and collaboration. Get to know the individuals shaping our company's success below.



DENZEL J. VAN WYK

CO-FOUNDER AND MANAGING DIRECTOR

With a BSc (Hons.) in Geology, Denzel brings a wealth of geologic, administrative, financial, and strategic expertise to our company. From the inception stages, he has played a pivotal role in guiding the company's growth and success.

SENDLY M. LAMBERT

CO-FOUNDER AND OPERATIONS MANAGER

Sendly boasts over a decade of hands-on experience in construction and renovation within the residential sector. From the outset, he has ensured the highest standards of quality and compliance on our construction sites, driving the company's reputation for excellence.



N. KAZONGANGA

Junior Accountant

A final year candidate pursuing a BSc (Hons.) in Accounting, our Junior Accountant supports our financial operations with payroll management, budgeting, and cash flow analysis, contributing to the financial health and stability of the company.

JOLANDA NAWASES

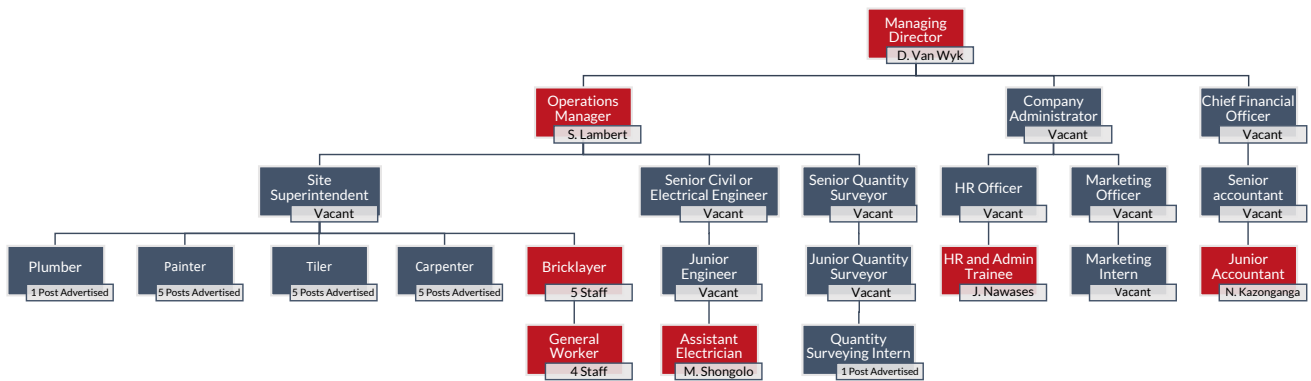
HR & ADMIN TRAINEE

Jolanda, our dedicated HR and Admin Trainee, plays a vital role in supporting our team with recruitment, onboarding, and maintaining essential company records. Under the guidance of our Managing Director, Jolanda, ensures that our administrative processes run smoothly, contributing to the efficient operation of our construction projects.



OUR COMPANY ORGANOGRAM

In order to provide a deeper look into our company's structure we share a forward-looking organogram with filled, advertised and vacant positions. The organogram highlights key future roles and growth opportunity for our currently employed staff which will be realized with the growth of the company.



From the onset, creating opportunities for young people and remaining committed to their economic well-being has been a deeply rooted desire. This we can only achieve by continuously investing and empowering our team to create and maintain safe working environments wherever we work.

MISSION, VISION & VALUES

These shared values serve as the guiding principles that define Empeiria Construction. As we continue to grow and innovate, we remain dedicated to safety, ethics, teamwork, and delivering unparalleled value in every endeavor.



SAFETY CONSCIOUS

We believe that prioritizing safety not only ensures the well-being of our team but also leads to the highest quality outcomes.



ETHICAL

We uphold the highest standards of integrity and transparency in every interaction, fostering trust with our clients and partners.



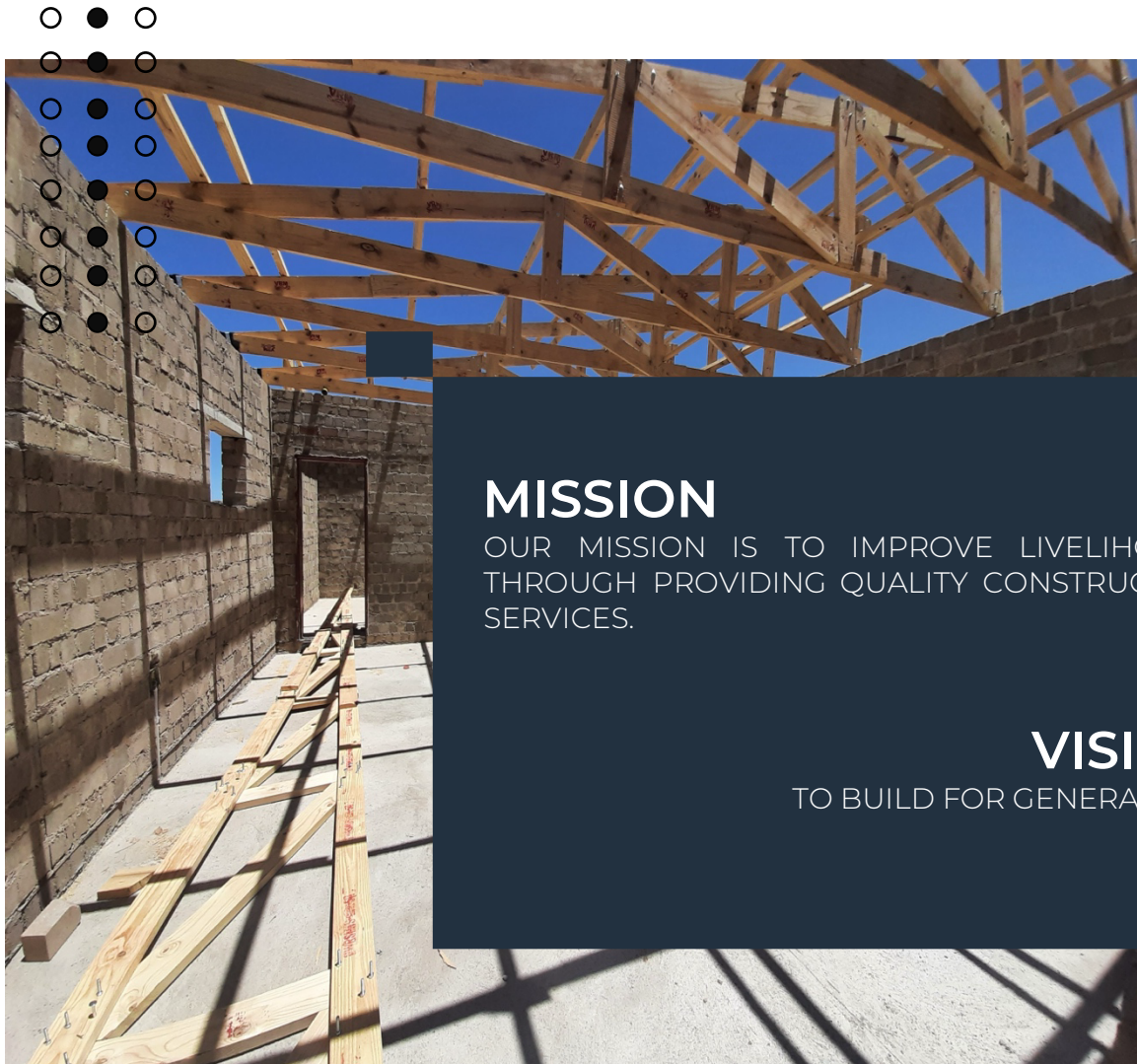
TEAMWORK

At the heart of our success lies a culture of teamwork. We recognize that collaboration is the key to achieving excellence.



VALUE-CENTRIC

We prioritize delivering value not only in terms of cost-effectiveness but also in the quality, durability, and sustainability of our projects.



MISSION







OUR MISSION IS TO IMPROVE LIVELIHOODS THROUGH PROVIDING QUALITY CONSTRUCTION SERVICES.

VISION

TO BUILD FOR GENERATIONS

OUR SERVICES

At Empeiria, we offer a comprehensive range of construction solutions tailored to meet your needs. From inception to completion, we are committed to delivering quality craftsmanship and unparalleled customer satisfaction.

 <p>ESTIMATIONS</p> <p>QUANTITY SURVEYING</p> <hr/> <p>Accurate bill of quantities and material schedules essential for project planning and budgeting from architectural plans.</p>	 <p>CONSTRUCTION</p> <hr/> <p>We specialize in the construction of freestanding homes and townhouses and manage every aspect of the building process, from groundwork to the finishing touches, ensuring that each project is completed to the highest standards.</p>	 <p>PLUMBING</p> <hr/> <p>Our plumbing services encompass the installation of sanitary fittings and sewage connections, guaranteeing efficient and reliable systems within residential properties.</p>
 <p>RENOVATION</p> <hr/> <p>Partial makeover or a complete transformation, our renovation experts breathe new life into homes, offering tailored solutions to enhance functionality and aesthetic appeal.</p>	 <p>ELECTRICAL INSTALLATIONS</p> <hr/> <p>With a focus on safety and precision, our skilled electricians handle all aspects of wiring and connections, ensuring seamless integration of lighting and peripherals to meet your electrical needs.</p>	 <p>WELDING</p> <hr/> <p>From sturdy roof structures to custom security features, such as steel gates, burglar bars, etc., our welding services provide durable solutions tailored to your specifications.</p>

Led by a team of professionals with a strong foundation in geology, finance, over a decade of experience in residential construction, and a passion for innovation, our company upholds rigorous quality control measures at every stage of the construction process.

85%

BY END OF 2024



Our goal is to cater for up to 85% of expertise required within the construction pipeline and have a reduction in the need for outsourcing or subcontracting. We believe achieving this will give our clients peace of mind knowing a team with the same shared values and dedication is building their vision.

OUR WORK

PROCESS

At Empeiria we believe that the success of any project commences with understanding individual strengths and the formation of a compatible, committed and well-resourced construction team that understands the requirements and anticipated outcomes.

We have formalized many management processes into our quality assurance systems in order to better integrate and transfer information between different departments and groups.

The management processes commence with understanding the works, the achievable timeframes and the conditions under which the works are performed. To achieve this, we perform the following activities prior to commencing with any construction project:

01



Site Inspection Reports

All proposed projects sites are visited by us for visual inspection to identify effects of surrounding environment to construction and vice versa.

02



Documentation review

Formal review of all the project documentation with our estimating and accounting staff in order to establish sources of project funds, construction specifications and all involved project stakeholders.

03



Bill of Quantities and Material Schedules

Compiled from construction drawings and specifications by our team of qualified Quantity Surveyors

04



Project Inception Reports

Provides guidance on how the construction will commence and proceed by highlighting all project milestones and incorporating any new changes in the environment that might affect the project.

05



Construction programs

Prepared by the construction team to fully comprehend the time frames, critical activities and their interrelationships.

OUR CURRENT PROJECTS

Nature of works	Construction of a 3-bedroom House with double garage and boundary wall
Contract address	287 Finkenstein Village, Windhoek, Namibia
Client	Mr. D. van Wyk
Contract value	N\$1 500 000.00
Contract period	12 August 2024 – 28 February 2025



FROM THE CLIENT



MR. D. VAN WYK

I admire what this company stands for and their rich history. I am eagerly looking forward to the finished work by this group of young and passionate people.

OUR COMPLETED PROJECTS

We pride ourselves on the success and diversity of our construction projects. From boundary walls, house constructions, complete and partial house renovations, we understand the importance of the specific requirements of each of these projects and their clients and strive to achieve above and beyond all expectations. We have identified some of our completed projects since 2015 to enable you to have a better understanding of our capabilities.

1. Completion of an abandoned 3-bedroom House

Nature of works	Completion of an abandoned 3-bedroom House
Contract address	3882 Extension 12 Otjiwarongo, Namibia
Client	Mr. and Mrs. Nowaseb
Contract value	N\$ 220 000.00
Contract period	01 March 2023 – 20 November 2023



FROM THE CLIENT



MRS. C. NOWASES

Job well done. It feels good to see things have worked out for the better. All thanks to the right and committed people, you guys.

OUR COMPLETED PROJECTS

2. Completion of an abandoned 3-bedroom House

Nature of works	Construction of a 3-bedroom House with double garage
Contract address	1372 Extension 5 Otjiwarongo, Namibia
Client	Mr. Shiweta
Contract value	N\$ 1 500 000.00
Contract period	01 March 2021 – 24 September 2023



OUR COMPLETED PROJECTS

Nature of works	Complete remodeling of a 3-bedroom House with d single garage
Contract address	Erf 603 Orwetoweni, Otjiwarongo, Namibia
Client	Mrs. Ernstine Soroses
Contract value	N\$ 220 000.00
Contract period	06 January 2020 – 10 April 2020





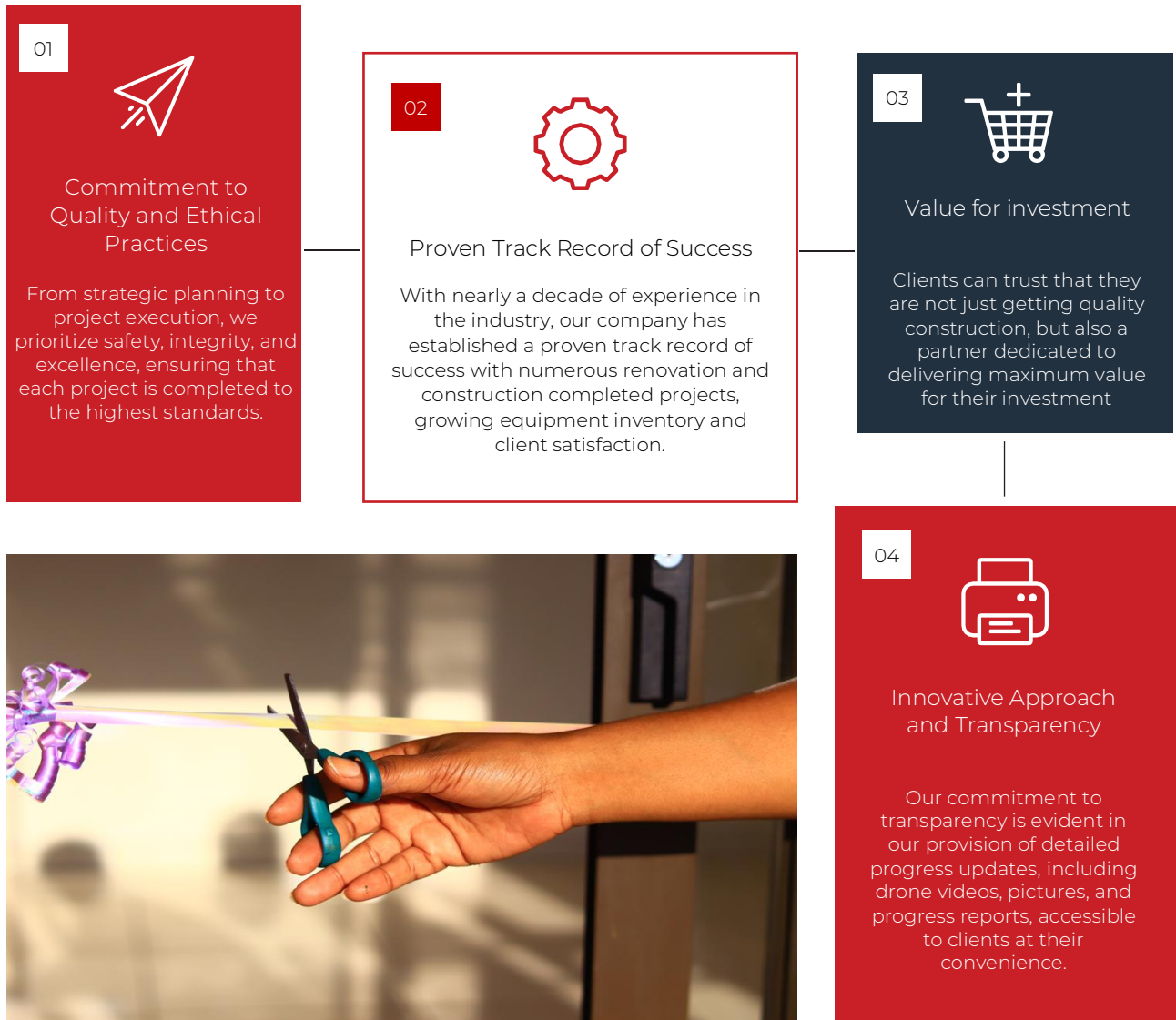
OUR COLLABORATIONS



As building contractors and developers, we have developed and honed our skills and appreciation for the benefits of contribution and collaboration in order to achieve projects of excellence. Thus far we have collaborated with great companies such as Lock and Mans Architects and Helios Engineering Consultants Namibia.

WHY CHOOSE US?

Discover why choosing us means choosing quality, transparency, innovation and peace of mind for all your construction needs.



Corporate Policies and Procedures

Being a diverse company, we have established policies and procedures that guide our operations. These are aimed towards creating favorable working conditions for all our employees.

The following are key policies are in final review phase:

- Remote Working Policy
- Company Code of Conduct
- Standard Operating Procedures Manual

FINANCIAL SITUATION

At Empeiria, we believe in transparency and strategic planning as the cornerstone of our financial health and sustainability. Our financial situation is evaluated through comprehensive analysis and forecasting, ensuring that we not only meet our current financial obligations but also strategically position ourselves for future growth and stability. The following sections detail our approach to understanding and managing our financial landscape, including a sensitivity analysis of our revenue based on operational variables and a scenario analysis that helps us navigate through various financial futures with confidence.

In our quest to maintain financial robustness and predictability, we've employed two critical analyses: a Net Profit Sensitivity Analysis and a Scenario Analysis of our revenue.

Net Profit Sensitivity Analysis

This analysis allows us to understand the impact of varying operational factors on our revenue. By examining the interplay between the number of days worked and the price charged to clients, we gain insights into how changes in these variables can affect our financial outcomes. This dynamic model serves as a tool for strategic decision-making, enabling us to adapt to market demands and operational capabilities efficiently.

		Net Profit Sensitivity Analysis				
		Days worked				
		220	230	240	250	260
Price per day	20486	592164.423	619080.987	645997.552	672914.117	699830.681
	20986	666964.423	697280.987	727597.552	757914.117	788230.681
	21486	741764.423	775480.987	809197.552	842914.117	876630.681
	21986	816564.423	853680.987	890797.552	927914.117	965030.681
	22486	891364.423	931880.987	972397.552	1012914.12	1053430.68

Scenario Analysis

Building on the insights from our Sensitivity Analysis, we've delineated three distinct scenarios for our revenue projections: the best-case scenario, the base (or most likely) scenario, and the worst-case scenario. Each of these scenarios is dynamically linked to our cash flow projections, offering a clear view of how different revenue outcomes could impact our financial health over the short and long term.

Best Scenario: Represents an optimistic but achievable outlook with a Net Profit Margin of 20.4%, factoring in increased demand and operational efficiency.

N\$ in actual figures	2024E	2025E	2026E
Revenues	5276640.00	5698771.20	6154672.90
COSR	-3299961.60	-3563958.53	-3849075.21
Gross Profit	1976678.40	2134812.67	2305597.69
G&A	-666681.60	-720016.13	-777617.42
Earnings Before Tax	1309996.80	1414796.54	1527980.27
Taxes	-419198.98	-452734.89	-488953.69
Net Profit (Loss)	890797.82	962061.65	1039026.58

Scenario -> 1

Base Scenario: Our expected outcome with a Net Profit Margin of 20.4%, based on current market conditions and our operational plans.

N\$ in actual figures	2024E	2025E	2026E
Revenues	5156636.68	5569167.61	6014701.02
COSR	-3299961.60	-3563958.53	-3849075.21
Gross Profit	1856675.08	2005209.09	2165625.81
G&A	-666681.60	-720016.13	-777617.42
Earnings Before Tax	1189993.48	1285192.96	1388008.40
Taxes	-380797.91	-411261.75	-444162.69
Net Profit (Loss)	809195.57	873931.21	943845.71

Scenario -> 2

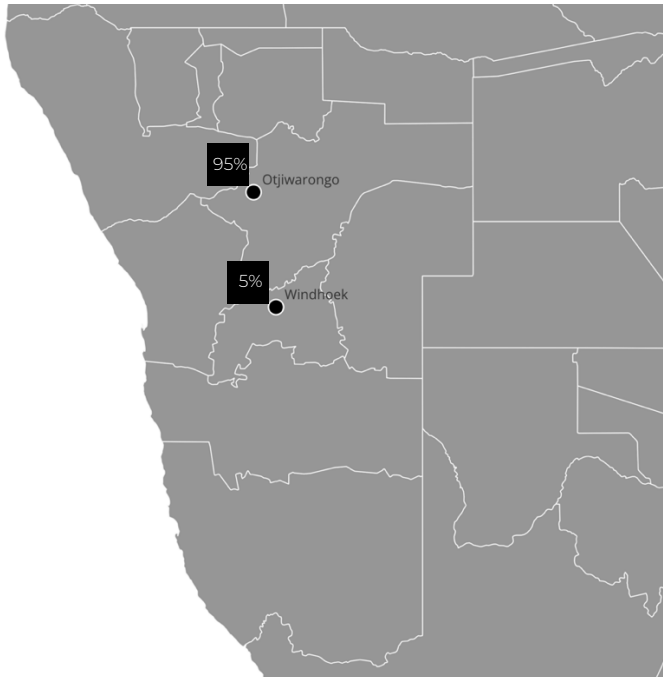
Worst Scenario: A conservative estimate with a Net Profit Margin of 18.3% that prepares us for unforeseen challenges, ensuring resilience and sustainability.

N\$ in actual figures	2024E	2025E	2026E
Revenues	4616920.00	4986273.60	5385175.49
COSR	-3024964.80	-3266961.98	-3528318.94
Gross Profit	1591955.20	1719311.62	1856856.55
G&A	-611124.80	-660014.78	-712815.97
Earnings Before Tax	980830.40	1059296.83	1144040.58
Taxes	-313865.73	-338974.99	-366092.99
Net Profit (Loss)	666964.67	720321.85	777947.59

Scenario -> 3

By integrating these scenarios into our cash flow projections, we equip ourselves with a flexible financial strategy that can be adjusted as we navigate through the fiscal year. This approach not only demonstrates our commitment to financial prudence but also ensures that we are prepared for various market conditions, ultimately safeguarding our team's livelihood and our company's future.

WHERE WE WORK?



Since its inception in 2015, Empeiria has been steadfast in its mission to transform the construction landscape with integrity, innovation, and a deep commitment to quality. Our journey began in the heart of our founding town, Otjiwarongo, where our vision translated into the successful completion of over ten significant projects. These ranged from the construction of boundary walls and renovation of homes to the ambitious task of building new houses from the ground up. Each project served not only as a testament to our dedication and skill but also as stepping stones towards a larger goal.

In the year of 2023, Empeiria embarked on a bold new chapter. For the first time since our establishment, we expanded our operations beyond the familiar terrains of our founding town to the vibrant and bustling capital city of Windhoek.

This strategic move was not just a geographical expansion but a significant milestone that reflects our growing expertise and the trust we have earned in the construction industry.

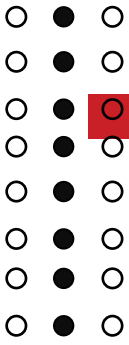
OF THE WORLD BUSINESS

The expansion into Windhoek opened the doors to approximately 30 new part-time positions within our construction team, underscoring our commitment to creating employment opportunities and contributing to the local economy. Moreover, this growth phase was accompanied by an increased budget for marketing, enabling us to reach a wider audience and showcase the depth of our capabilities.

By bringing our expertise to Windhoek, we are not only reaching out to a new clientele but also demonstrating our company's resilience, adaptability, and unwavering commitment to excellence.

We believe that every project is an opportunity to enhance the fabric of our community. Whether it's in our founding town or the bustling streets of Windhoek, our dedication remains unwavering. We are not just building structures; we are building for generations across the country.

Join us as we continue to make a difference, one project at a time.



Where experience builds your vision.™

CONTACT US