

C-XX (Location Code)/9. (Year)/...../PMO initials.

UNOPS 

United Nations Office for Project Services

**BASIC MODEL CONTRACT FOR WORKS**

**Rev. 05, November 96**

C-XX (Location Code)/9. (Year)/...../PMO initials.

c) the Contractor's Tender [**IF THE CONTRACT IS ON THE BASIS OF UNIT PRICE, INSERT: including the Priced Bill of Quantities**] [ref....., dated .....], as clarified by the agreed minutes of the negotiation meeting<sup>1</sup> [dated.....], not attached hereto but known to and in the possession of both parties.

1.3 All the above shall form the Contract between the Contractor and UNOPS, superseding the contents of any other negotiations and/or agreements, whether oral or in writing, pertaining to the subject of this Contract.

## 2. Obligations of the Contractor

2.1 The Contractor shall commence work within [**INSERT NUMBER OF DAYS**] days from the date on which he shall have been given access to the Site and received the notice to commence from the Engineer, and shall perform and substantially complete the Works by .././.... [**INSERT DATE**], in accordance with the Contract. The Contractor shall provide all material, supplies, labour and other services necessary to that end.

2.2 The Contractor shall submit to the Engineer the Programme of Work referred to in Clause 13 of the General Conditions by .././.... [**INSERT DATE**].

2.3 The Contractor represents and warrants the accuracy of any information or data provided to UNOPS for the purpose of entering into this Contract, as well as the quality of the Works foreseen under this Contract in accordance with the highest industrial and professional standards.

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<sup>1</sup> If there are updates to the technical proposal or correspondence exchanged in clarification of certain aspects, reference them too, provided that they are fully acceptable to UNOPS. Otherwise, aspects which resolution is pending should be dealt with in this letter itself or in the Technical Specifications/Drawings, as appropriate.

**C-XX (Location Code)/9. (Year)/...../PMO initials.**

- 3.2 The final price of the Contract will be determined on the basis of the actual quantities of work and materials utilized in the complete and satisfactory performance of the Works as certified by the Engineer and the unit prices contained in the Contractor's financial proposal. Such unit prices are fixed and are not subject to any variation whatsoever.
- 3.3 If the Contractor foresees that the final price of the Contract may exceed the total estimated price contained in 3.1 above, he shall so inform the Engineer without delay, in order for UNOPS to decide, at its discretion, to increase the estimated price of the Contract as a result of a larger quantity of work/material or to reduce the quantity of work to be performed or materials to be used. UNOPS shall not be responsible for payment of any amount in excess of that stipulated in 3.1 above unless this latter amount has been increased by means of a written amendment of this Contract in accordance with its paragraph 8 below.
- 3.4 The Contractor shall submit an invoice for **[INSERT AMOUNT AND CURRENCY OF THE ADVANCE PAYMENT IN FIGURES & WORDS]** upon signature of this Contract by both parties, invoices for the work performed and materials utilized every **[INSERT PERIOD OF TIME OR MILESTONES]** and a final invoice within 30 days from the issuance of the Certificate of Substantial Completion by the Engineer.<sup>4</sup>

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<sup>4</sup> In the case of advance payments, please refer to subsection 8.442 of the UNOPS Handbook.

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**10% OF THE TOTAL ESTIMATED OR FIXED PRICE OF THE CONTRACT IN THE CASE OF A GUARANTEE AND 30% IN THE CASE OF A BOND].<sup>9</sup>**

4.4 **[THE USE OF THIS CLAUSE REQUIRES APPROVAL BY THE DIVISION CHIEF]** The Contractor may submit invoices for materials and plant stored at the Site, provided they are necessary and adequate for the performance of the Works and they are protected from weather conditions and duly insured as per the instructions of the Engineer.

4.5 The liability insurance referred to in Clause 23 of the General Conditions shall be taken out by the Contractor for an amount of.....**[CONSULT THE ENGINEER FOR APPROPRIATE AMOUNT].**

4.6 According to Clause 45 of the General Conditions, the liquidated damages for delay shall be **[INSERT PERCENTAGE]** of the price of the Contract per week of delay, up to a maximum of 10% of the final price of the Contract.

5. Submission of invoices

5.1 One original and one copy of every invoice shall be submitted by mail by the Contractor for each payment under the Contract to the Engineer's address specified in clause 8.2.

5.2 Invoices submitted by fax shall not be accepted by UNOPS.

6. Time and manner of payment

6.1 Invoices shall be paid within thirty (30) days of the date of their receipt and acceptance by UNOPS.

6.2 All payments shall be made by UNOPS to the following Bank account of the Contractor:  
**[NAME OF THE BANK]**  
**[ACCOUNT NUMBER]**  
**[ADDRESS OF THE BANK]**

7. Modifications

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<sup>9</sup> The reason for the distinction between a 10% bank guarantee and a 30% performance bond is that bank guarantees are generally unconditional and can be called directly without proof of nonperformance, whereas most performance bonds are conditional and require some proof of nonperformance. There are usually additional costs and time delays incurred with cashing a performance bond and so a higher percentage is requested to cover the extra work involved. Some banks outside of the U.S. may call certain guarantee instruments, "performance bonds or guarantees" although they may only be conditional guarantees. It is important to review the text of the instrument to determine whether it is a conditional or unconditional guarantee. Please see subsection 8.421 of the Handbook for a fuller discussion on this issue.

**C-XX (Location Code)/9. (Year)/...../PMO initials.**

If the above terms and conditions meet with your agreement as typed in this letter and in the Contract Documents, please initial every page of this letter and its attachments and return to this office one original of this Contract, duly signed and dated.

Yours sincerely,

**[INSERT NAME OF THE DIVISION CHIEF]**  
Chief  
[.....] Division

For [Insert name of the company/organization]

Agreed and Accepted:

Signature \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

C-XX (Location Code)/9. (Year)/...../PMO initials.

**ANNEX II**

**TECHNICAL SPECIFICATIONS AND DRAWINGS**

[Insert UNOPS Address]



## CONTRACT FOR SMALL WORKS

Ref.....

This Contract is made on [DATE] between the United Nations Office for Project Services ("UNOPS"), and [NAME OF COMPANY], ("Contractor") a company duly constituted under the laws of [COUNTRY].

In consideration of the promises contained in this Contract, the Parties agree as follows:

### 1. CONTRACT DOCUMENTS

The Contract includes the following documents:

- i) This agreement and any Special Conditions provided for in Article 6 below;
- ii) UNOPS General Conditions of Contract for Small Works attached as Annex I; and,
- iii) Statement of Work ("SOW") attached as Annex II.

### 2. SCOPE OF WORK

The Contractor shall design execute and complete [SUMMARY DESCRIPTION OF THE WORKS] ("Works") in accordance with the Contract and fit for the purposes for which they are intended. Unless otherwise provided for in this Contract, the Contractor shall furnish all the services, labor, materials and equipment necessary to complete the Works as specified in Annex II.

### 3. PERIOD OF PERFORMANCE

The Contractor shall commence the Works as soon as reasonably possible after UNOPS issues a written Notice to Commence and complete the Works by [DATE].

### 4. PRICE

In full consideration for satisfactory completion of the Works, UNOPS shall pay the Contractor a total amount not to exceed [CURRENCY & AMOUNT IN FIGURES AND WORDS], which shall include all costs necessary for completion of the Works.

[\*UNCDF CLAUSE: Where the SOW expressly provides that the actual cost of any labor, materials and/or equipment required for the Works will be paid from this total amount on a cost reimbursement basis, evidence of actual costs incurred must be submitted with the Contractor's invoice as provided for in Article 5.b. Any actual costs in excess of those fixed in the Bill of Quantities ("BOQ") included as part of the SOW will not be reimbursed unless specifically agreed to in writing by UNOPS prior to the expenditure for which reimbursement is requested. Actual costs less than the amount fixed in the BOQ shall be reflected as a corresponding reduction to the total amount paid. ]

6\* Performance Guarantee

The Contractor shall provide an irrevocable Bank Guarantee for an amount of **[10% OF THE TOTAL ESTIMATED OR FIXED PRICE OF THE CONTRACT]** in a form acceptable to UNOPS.

6.\* Liquidated Damages

If the Contractor fails to complete the Works within the time specified in this Contract, the Contract shall pay UNOPS liquidated damages for each calendar day of delay **[INSERT PERCENTAGE]** of the price of the Contract, up to a maximum of 10% of the final price of the Contract. UNOPS shall be entitled to deduct any liquidated damages from the Contractor's outstanding invoices, if any.

6.\* UNOPS Equipment

UNOPS shall supply equipment as indicated in the SOW, if any, for purposes of this Contract. Any such equipment shall remain the property of UNOPS and shall be used exclusively for the Works as required by this Contract. The Contract shall take due care to ensure the equipment is operated in a prudent manner and protected from damage, loss or theft.

**7. MISCELLANEOUS**

7.a Modifications

Any modification to this Contract shall require an amendment in writing between both parties duly signed by the authorized representatives of the Contractor and UNOPS.

7.b Notifications

For the purpose of notifications under the Contract, the addresses of UNOPS and the Contractor are as follows:

For the UNOPS:

For the Contractor:

[NAME]

[Address]

Ref.[CONTRACT REFERENCE & NUMBER]

Telex:

Cable:

7.c Superseding Effect

This Contract supersedes all prior oral or written agreements, if any, between the Contractor and UNOPS, constituting the entire agreement with respect to the Works.



## ANNEX I

### CONTRACT FOR SMALL WORKS GENERAL TERMS AND CONDITION

#### **Contractor's General Obligations**

The Contractor shall: 1) execute the Works and remedy any defects with due care and diligence; 2) take full responsibility for the adequacy, stability and safety of all site operations and methods of construction; and, 3) be responsible for the professional and technical competence of his employees, who shall be expected to respect local customs and conform to a high standard of moral and ethical conduct.

#### **Contractor's Status**

In all matters relating to this Contract, the Contractor shall be acting as an independent contractor. Both the Contractor nor its employees or casual laborers are the employees of UNOPS and the Contractor assumes all liabilities or obligations imposed by any law or regulation with respect to such employees, laborers or other persons retained. The Contractor shall, at its own expense, comply with such laws and assume the obligations imposed by them. The Contractor shall not have the authority to create any obligation on behalf of UNOPS and shall not represent itself as an agent, employee or in any other capacity of UNOPS.

#### **Sub-contracting**

In the event the Contractor requires the services of subcontractors, the Contractor shall obtain the prior written approval of UNOPS for all such subcontractors. The approval of UNOPS shall not relieve the Contractor of any of obligations under this Contract, and the terms of any sub-contract shall be subject to and in conformity with the provisions of this Contract.

#### **Inspection of Site**

The Contractor shall be deemed to have inspected and examined the site and its surroundings and to have satisfied itself that the site is suitable for the Works

#### **Care of Works**

The Contractor shall provide and maintain at its own cost all lights, guards and security necessary for the protection of the Works, including materials and equipment, or for the safety of the public. In the event that any damage or loss should happen to the Works before hand-over, the Contractor shall at its own cost repair the Works.

#### **Variations**

UNOPS may introduce any variations to the form, type or quality of the Works which may be necessary, including increasing or decreasing the quantity of any work under the Contract; changing the character or quality or kind of any such work; and, executing additional work of any kind necessary for the completion of the Works. UNOPS shall issue any such order only in writing, and where resulting in an increase to the Contract Price, will amend the Contract accordingly. The value of any variation, addition or omission shall be calculated on the basis of the unit prices contained in the Bill of Quantities for this purpose. No variation shall be accepted unless authorized by UNOPS in writing.

#### **Increase and Decrease of Costs**

Except if otherwise provided by this Contract, no adjustment of the Contract Price shall be made in respect of fluctuations of market, prices of labor, materials, plant or equipment, neither due to fluctuation in interest rates nor devaluation or any other matters affecting the Works.

#### **Materials and Workmanship**

All materials and workmanship shall be of the respective kinds described in the Contract and conform to any applicable national or local standards. The contractor shall warrant the Works for defects in materials workmanship for a period of TWELVE (12) months calculated from the date of completion of the Works. Any such defects shall be remedied by the Contractor without delay or cost to UNOPS.

may be suspended or, where force majeure circumstances otherwise frustrate the purpose of this contract, either in time or purpose, UNOPS may terminate this Contract by giving written notice.

**Records, Accounts, Information and Audit**

The Contractor shall maintain accurate and systematic records and accounts in respect of the Works and shall furnish to UNOPS any records or information, oral or written, which may be reasonably request in respect of the Works or the Contractor's performance. The Contractor shall allow UNOPS or its authorized agents to inspect and audit such records or information upon reasonable notice.

**Taxation**

The Contractor shall be responsible for the payment of all charges and taxes in respect of income including value added tax, all in accordance with and subject to the provisions of the income tax laws and regulations in force and all amendments. It is the Contractor's responsibility to make all the necessary inquiries in this respect and he shall be deemed to have satisfied itself regarding the application of all relevant tax laws.

**Assignment of Contract**

The Contractor shall not assign, transfer, pledge or make other disposition of this Contract or any part thereof or of any of the Contractor's rights, claims or obligations under this Contract.

**Rights and Remedies of the UNOPS**

Nothing in or relating to this Contract shall be deemed to prejudice or constitute a waiver of any other rights or remedies of the UNOPS. The UNOPS shall not be liable for any consequences of, or claim based upon, any act or omission on the part of the Government.

**Privileges and Immunities**

Nothing in or relating to this Contract shall be deemed a waiver of any of the privileges and immunities of the United Nations of which the UNOPS is an integral part.

**Settlement of Disputes**

Any controversy or claim arising out of or in connection with provision of this Contract or any breach thereof, shall, unless resolved through direct negotiation, be settled in accordance with the UNCITRAL Arbitration Rules then in force. UNOPS and the Contractor shall be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such controversy or claim. Where, in the course of direct negotiation, the parties wish to seek an amicable settlement of such controversy or claim by conciliation, the conciliation shall take place in accordance with the UNCITRAL Rules of Conciliation then in force.

**Termination**

UNOPS may terminate this Contract for cause or convenience in the interest of the UNOPS upon not less than fourteen (14) days written notice to the Contractor. Upon termination of this Contract, the Contractor shall take immediate steps to terminate his performance of the Contract in a prompt and orderly manner and to reduce losses and to keep further expenditures to a minimum. Unless such termination has been occasioned by the Contractor's breach of this Contract, the Contractor shall be entitled to be paid for the part of the Works satisfactorily completed and for the materials and equipment properly delivered to the Site as of the date of termination for incorporation to the Works, plus substantiated costs resulting from commitments entered into prior to the date of termination as well as any reasonable substantiated direct costs incurred by the Contractor as a result of the termination, but shall not be entitled to receive any other or further payment or damages.

**Contract Close-out Report**

Name of Proc. Officer      Title  
 Name of Proc. Authority      Title

Atlas Project No.	
Contract No.	
Contract Title	
Contractor	
Contract Start Date	
Contract End Date	
Actual Completion Date	
Contract Value	
Total Payment	
Contract File	

**Background:** Give a background to the project

**Contract Execution:**

The UNOPS contracted XXXXX to undertake the works under Contract # XXXXXXXX signed on XXXXX for the total amount ofXXXX.

The construction works progressed satisfactorily under direct monitoring and quality control of UNOPS and XXXXXXXX Staff. All site monitoring records and other correspondence with the Contractor is in the Contract File # XXXXXX

The project substantial completion was achieved on theXXXXX. The XXXX defects liability period ended on the XXXXX. Following the completion of defects maintenance, the Contractor made a request for the release of security retention money USDXXXX. The works completed were certified by the (State Gov. Partner )State Ministry of XXXX(see attached), on the letter of XXXXX



United Nations Office for Project Services

**BASIC MODEL CONTRACT FOR PROFESSIONAL CONSULTING SERVICES  
BETWEEN UNOPS AND A COMPANY OR OTHER ENTITY**

Rev. 03, August 96

**Comment [PNC1]:** This model contract is intended for consulting services to be obtained from companies as well as from NGOs, Universities, etc. In some cases, it will require adaptations because of the legal nature of the Consultant or the special characteristics of the project. Such modifications should always be made in consultation with the Policy & Contracts Division.

2.2 The Consultant shall provide the services of the following key personnel:

<u>Name</u>	<u>Specialization</u>	<u>Nationality</u>	<u>Period of service</u>
....	.....	.....	.....
....	.....	.....	.....

2.3 Any changes in the above key personnel shall require prior written approval of the Chief, [....] Division, UNOPS.

2.4 The Consultant shall also provide all technical and administrative support needed in order to ensure the timely and satisfactory performance of the Services.

2.5 The Consultant shall submit to UNOPS the deliverables specified hereunder according to the following schedule:

[LIST DELIVERABLES] [INDICATE DELIVERY DATES]

e.g.

Progress report	././....
.....	././....
Final report	././....

2.6 All reports shall be written in the English language, and shall describe in detail the services rendered under the Contract during the period of time covered in such report. All reports shall be transmitted by the Consultant by [MAIL, COURIER AND/OR FAX] to the address specified in 9.1 below.

2.7 The Consultant represents and warrants the accuracy of any information or data provided to UNOPS for the purpose of entering into this Contract, as well as the quality of the deliverables and reports foreseen under this Contract in accordance with the highest industry and professional standards.

### OPTION 1 (FIXED PRICE)

3. Price and Payment

3.1 In full consideration for the complete and satisfactory performance of the Services under this Contract, UNOPS shall pay the Consultant a fixed contract price of [INSERT CURRENCY & AMOUNT IN FIGURES AND WORDS].

**Comment [PNC4]:** This version of section 3 is to be used for fixed price contracts. Fixed price contracts should normally be used when it is possible to estimate with reasonable accuracy the costs of the activities which are the subject of the Contract.

**OPTION 2 (COST REIMBURSEMENT)**

3. Price and payment

- 3.1 In full consideration for the complete and satisfactory performance of the Services under this Contract, UNOPS shall pay the Consultant a price not to exceed [INSERT CURRENCY & AMOUNT IN FIGURES AND WORDS].
- 3.2 The amount contained in 3.1 above is the maximum total amount of reimbursable costs under this Contract. The Breakdown of Costs in Annex [INSERT ANNEX NUMBER] contains the maximum amounts per cost category that are reimbursable under this Contract. The Consultant shall reflect in his invoices the amount of the actual reimbursable costs incurred in the performance of the Services.
- 3.3 The Consultant shall not do any work, provide any equipment, materials and supplies, or perform any other services which may result in any costs in excess of the amount under 3.1 or of any of the amounts specified in the Breakdown of Costs for each cost category without the prior written agreement of the Chief, [.....] Division, UNOPS.
- 3.4 Payments effected by UNOPS to the Consultant shall be deemed neither to relieve the Consultant of its obligations under this Contract nor as acceptance by UNOPS of the Consultant's performance of the Services.
- 3.5 The Consultant shall submit invoices for the work done every [INSERT PERIOD OF TIME OR MILESTONES].

OR

- 3.5. The Consultant shall submit an invoice for [INSERT AMOUNT AND CURRENCY OF THE ADVANCE PAYMENT IN FIGURES & WORDS] upon signature of this Contract by both parties and invoices for the work done every [INSERT PERIOD OF TIME OR MILESTONES].

- 3.6 Progress and final payments shall be effected by UNOPS to the Consultant after acceptance of the invoices submitted by the Consultant to the address specified in 9.1 below, together with whatever supporting documentation of the actual costs incurred is required in the Breakdown of Costs or may be required by UNOPS. Such payments shall be subject to any specific conditions for reimbursement contained in the Breakdown of Costs.

4. Special conditions

**Comment [PNC6]:** This version of section 3 is to be used for cost reimbursement contracts. Normally, cost reimbursement contracts should be used when it is not possible to estimate with reasonable accuracy the total costs of the activities which are the subject of the Contract.

**Comment [PNC7]:** This clause should be used if an advance payment is granted. Please note that advance payments should be granted only in exceptional cases and that they must comply with UNOPS policies and procedures. Please refer to subsection 8.442 of the UNOPS Handbook.

**Comment [PNC8]:** Under this Section, the PMO may propose special clauses in order to adapt the model contract to the specific situation. In this sample clause 4, several clauses of common use are given. If they are not required, they should be deleted. If there are no special conditions, please choose the alternative version of 4.1 in order to conform to clause 1.1.

7.2 The Consultant shall commence the performance of the Services not later than **INSERT DATE]** and shall complete the Services within **[INSERT NUMBER OF DAYS OR MONTHS]** of such commencement.

7.3 All time limits contained in this Contract shall be deemed to be of the essence in respect of the performance of the Services.

8. Modifications

8.1 Any modification to this Contract shall require an amendment in writing between both parties duly signed by the authorized representative of the Consultant and the Chief, [.....] Division, UNOPS.

9. Notifications

9.1 For the purpose of notifications under the Contract, the addresses of UNOPS and the Consultant are as follows:

For the UNOPS:

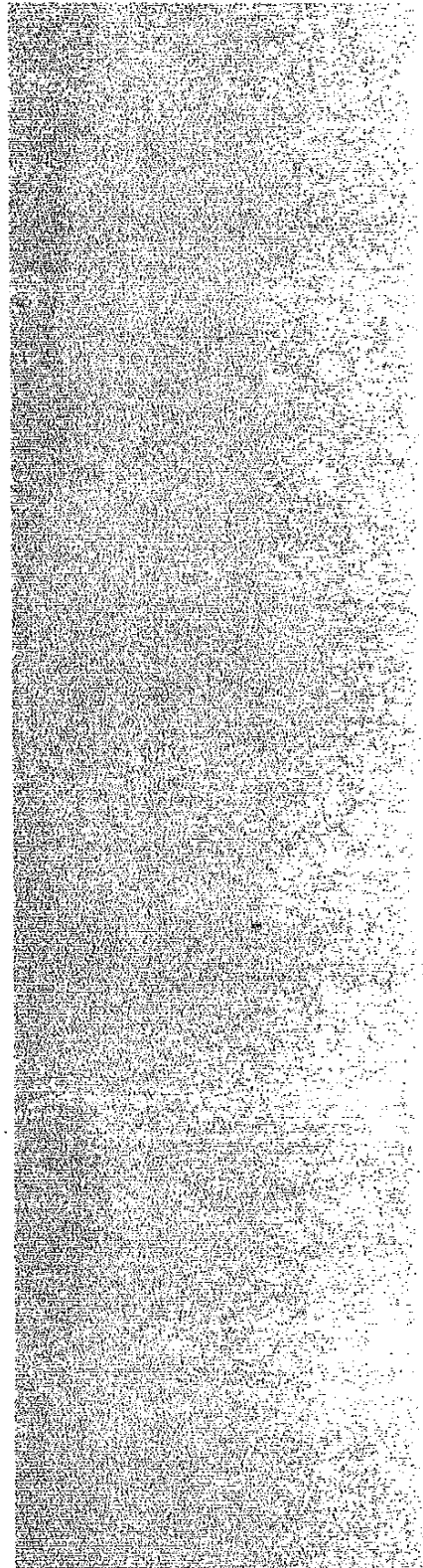
**[INSERT NAME OF DIVISION CHIEF]**  
Chief  
[.....] Division  
U.N. Office for Project Services  
The Chrysler Building, 405 Lexington Avenue, 4<sup>th</sup> Floor  
New York, NY 10174  
Ref. \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

**[INSERT CONTRACT REFERENCE & NUMBER]**

Telex: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Cable: \_\_\_\_\_

For the Consultant:

[Insert Name, Address and Telex, Fax and Cable Numbers]

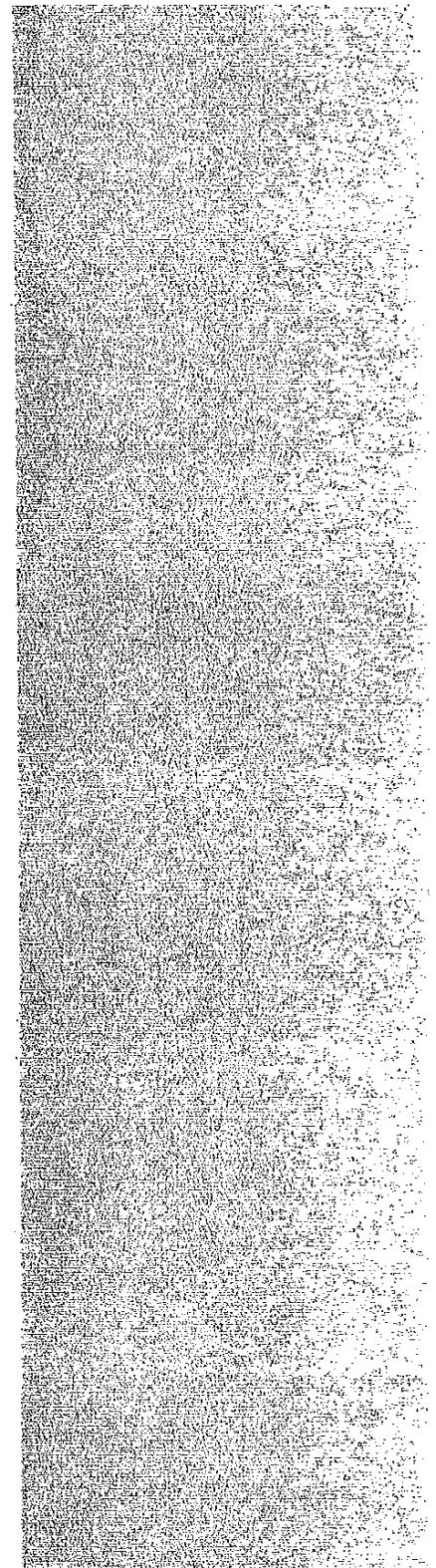


**ANNEX I**

**UNOPS GENERAL CONDITIONS OF CONTRACT**

**FOR PROFESSIONAL SERVICES**

**[INSERT CURRENT VERSION AND DATE  
FROM THE CONTRACTS DOCUMENTS LIBRARY]**

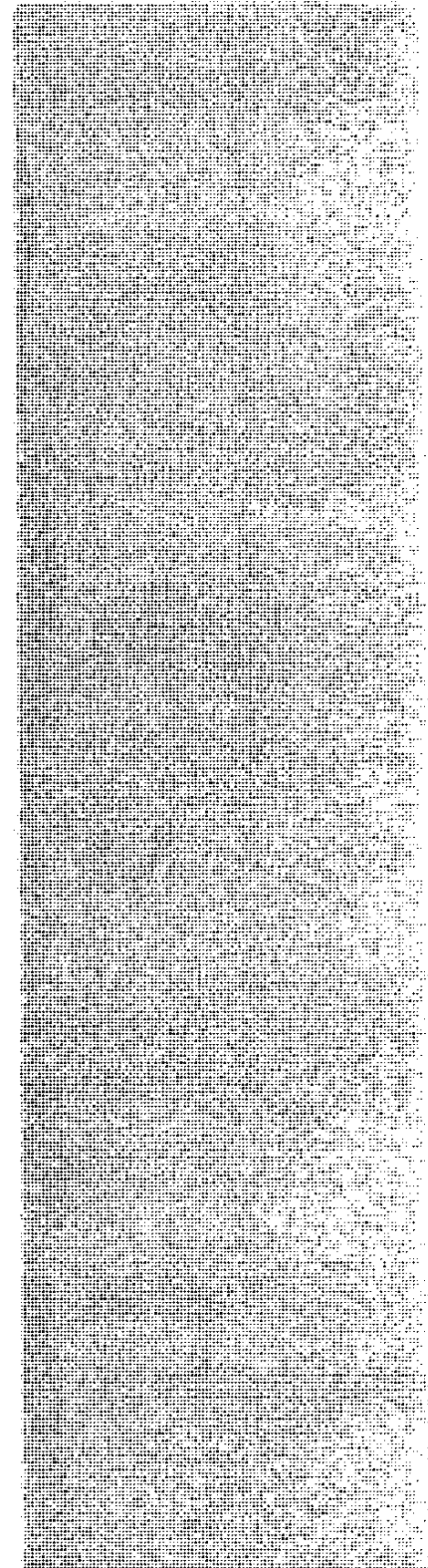




ANNEX [INSERT ANNEX NUMBER]

**BREAKDOWN OF COSTS**

(A model breakdown of costs is under development)



Rev.01, May 27, 1999

**BASIC MODEL SMALL CONTRACT FOR SERVICES**

Rev. 01, May 99

**Comment [P&C]:** Page:  
This Model Contract for Services should be used only in the cases indicated in the UNOPS Handbook, Section 6.420A, exclusively for the provision of services and for an amount not to exceed US\$ 30,000. In some cases it will require adaptations because of the legal nature of the Contractor or the special characteristics of the project. Such modifications should always be made in consultation with the Policy & Contracts Division.

Rev.01, May 27, 1999

documentation may be required by UNOPS. Within thirty (30) days of receipt and acceptance of the invoice by UNOPS, payment shall be made to the following Bank account of the Contractor:

[ACCOUNT NUMBER AND BANK NAME & ADDRESS ]

**5. SPECIAL CONDITIONS:**

\* Option 1: Owing to [.....], clause (s) [.....] of this contract shall be amended to read [.....].

OR

\* Option 2: No special conditions shall apply.

**6. NOTIFICATIONS** For the purpose of notifications under the Contract, the addresses of UNOPS and the Contractor are as follows:

For UNOPS:

[NAME OF DIVISION CHIEF]  
Chief [.....] Division  
UN - Office for Project Services  
The Chrysler Building, 405 Lexington Avenue, 4<sup>th</sup> Floor  
New York, NY 10174  
Ref.[CONTRACT REFERENCE & NUMBER]

For the Contractor:

[INSERT NAME, TITLE, ADDRESS, AND FAX NUMBER]

**7. SUPERSEDING EFFECT** This Contract supersedes all prior oral or written agreements, if any, between the Contractor and UNOPS, constituting the entire agreement with respect to the Service.

In witness of these terms and conditions, the parties execute this Contract.

For and on behalf of UNOPS:

For and on behalf of the Contractor:

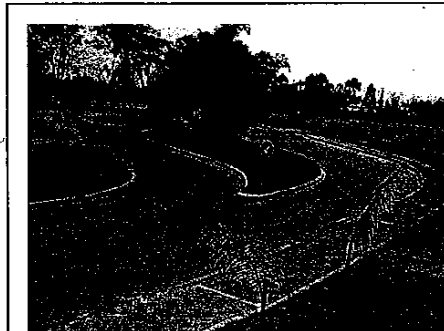
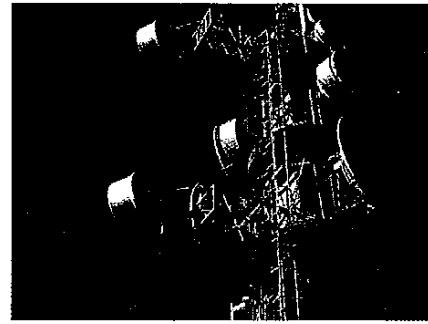
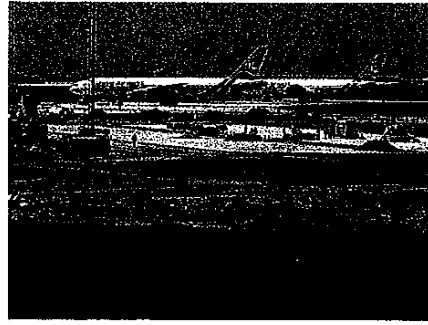
Signature \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Date \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Rev.01, May 27, 1999

**ANNEX II - STATEMENT OF WORKS**

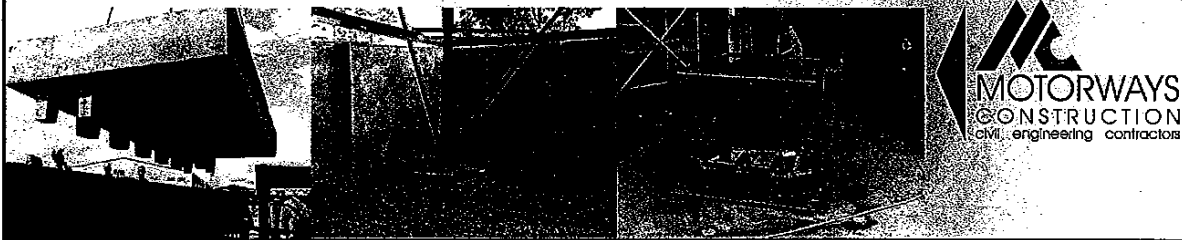
**(The Statement of Work should be prepared in accordance with  
the instructions contained in the UNOPS Handbook)**



# COMPANY PROFILE

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INTRODUCTION ►

The Motorways Construction Company was established in 1975. Its operations started with the construction of urban Kenyan roads. Owing to non-favorable conditions in the public sector, the company finally switched operations to the private sector in 1985.

The company's move to the private sector, greatly increased its technical capability with respect to specialized concrete works. In 1992 Motorways Constructions began specializing in pre-cast concrete works and is currently one of the leaders in construction and innovation of pre-cast works in Kenya. It is currently located in Nairobi, in the Industrial Area off Enterprise road (near Sameer Industrial Park).

The company's original base has been civil engineering projects. The company has vast experience in construction of roads, bridges, sewer lines, treatment works, earthworks and heavy lift jobs, reservoirs/water systems and environmentally friendly wetlands of effluent treatment systems.



The company has also undertaken petrol station construction for Caltex and Total, as well as pre-cast concrete works such as large weighbridges, retaining walls and basement walls. The company has an in-house facility for the manufacture of all types of moulds and general structural steel works.

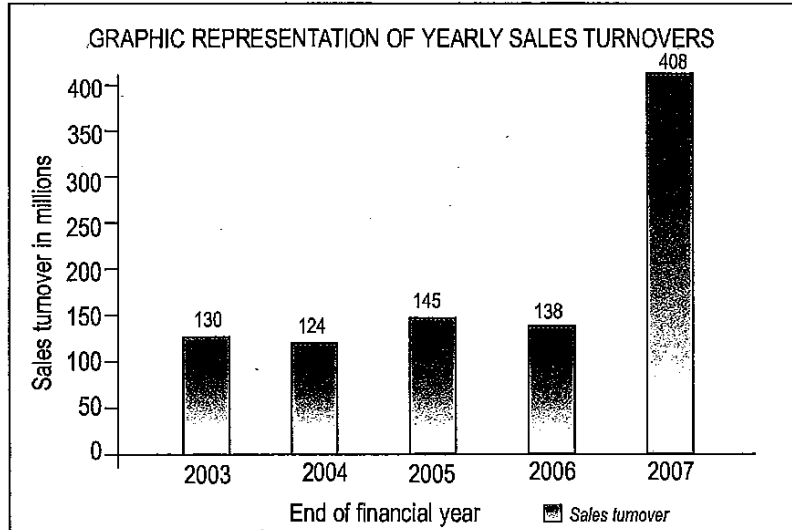
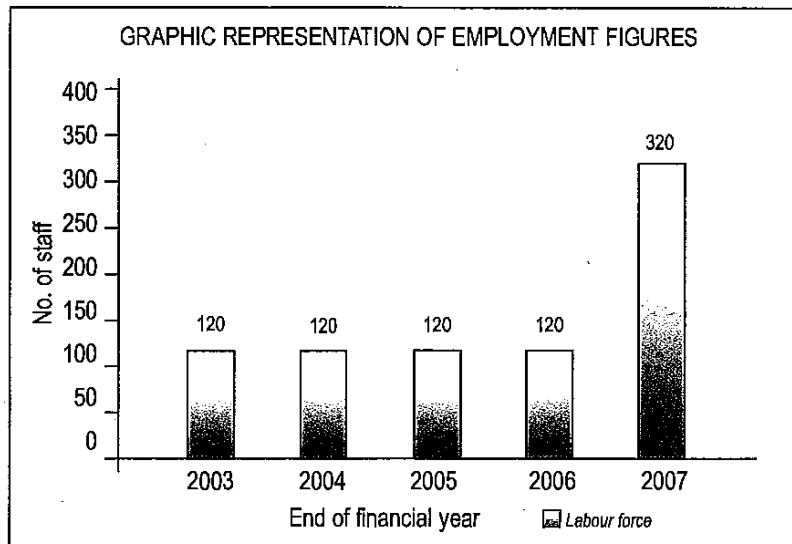
The company has been selected in the past by international contractors to carry out project for them to their standards. The company has been, since inception, executing its projects to higher standards in comparison to general local standards in Kenya. Currently, the company is at an advanced stage of development of a sophisticated designed precast concrete dwelling unit.



COMPANY NAME	Motorways Construction
ADDRESS	P. O. Box 72525-00200, Nairobi, Kenya.
TELEPHONE	+254 020 557388 +254 020 555646 +254 020 555652
FAX	+254 020 530189
E-MAIL	motorwaysconstruction@gmail.com nroopra@gmail.com
BANKERS	Giro Commercial Bank Ltd, Industrial Area Branch P.O. Box 46739, Nairobi.  Barclays Bank N.I.C Branch P.O.Box 72058, Nairobi.
INSURERS	Occidental Insurance Co. Ltd., P.O.Box 39459, Nairobi.
BROKERS	Universal Insurance Brokers, P.O.Box 44127, Nairobi.
REGISTRATION	Locally - Certificate No. 63356
MEMBERSHIP	Federation of Kenya Employers (F. K. E) K. A. B. C. E Contractors



The following illustrations sheds some light on the market trend but steady growth, with respect to employment and market forces that the Motorways Constructions has had over the last five years,





REGISTRATION  
CERTIFICATES



Form BN/5

(r. 7)

REPUBLIC OF KENYA

THE REGISTRATION OF BUSINESS NAMES ACT  
(Cap. 499, Section 14 (2))

CERTIFICATE OF REGISTRATION OF A CHANGE OF PARTICULARS

I HEREBY CERTIFY that a change of particulars has this day been registered in the Register of Business Names in respect of the business name of MOTORWAYS CONSTRUCTIONS

.....  
which business name was originally registered under the provisions of the Registration of Business Names Act on the 7th day of January, 1975 under Number 63356..... Consequent on the registration of such change in particulars Surinder Singh Roopra, Narinder Singh Roopra, Satnam Singh Roopra and Kulwant Singh Roopra.....

.....  
are now registered as carrying on business at L.R. No. 209/5575, Government Road, Nairobi, P.O.Box 43993 Nairobi.....

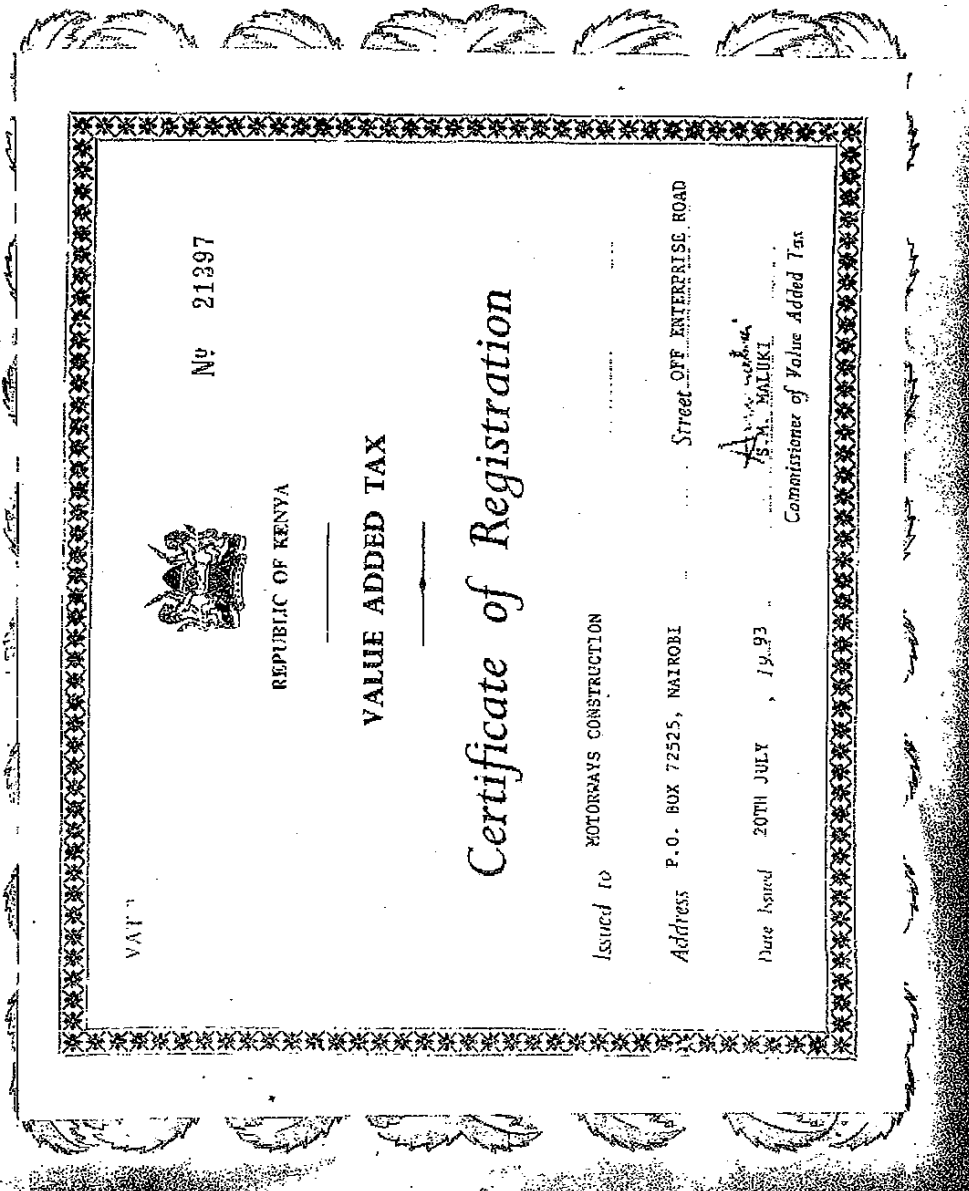
.....  
under the (said) business name (of MOTORWAYS CONSTRUCTIONS.....)

.....  
GIVEN under my hand at Nairobi this Thirtieth day of November Two Thousand and Seven.  
~~One thousand nine hundred and~~

[Signature]  
Snr. Assistant Registrar

GPK (L)

Page 5



VAT 7



REPUBLIC OF KENYA

Nº 21397

VALUE ADDED TAX

*Certificate of Registration*

Issued to **MOTORWAYS CONSTRUCTION**

Address **P.O. BOX 72525, NAIROBI** Street **OFF ENTERPRISE ROAD**

Date issued **20TH JULY 1993**

*A. M. M. MALUKI*  
Commissioner of Value Added Tax



**INCOME TAX DEPARTMENT**  
PERSONAL IDENTIFICATION NUMBER CERTIFICATE

Pin:

P000615895L

Name:

MOTORWAYS CONSTRUCTIONS

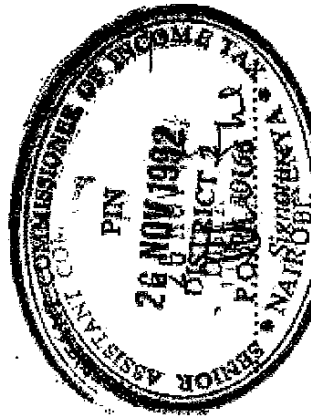
Date of Birth:

Place of Birth:

Date:

26.11.92

Final Part 1





**SCHEDULE OF  
SENIOR  
MANPOWER  
AND  
STAFF LEVELS**

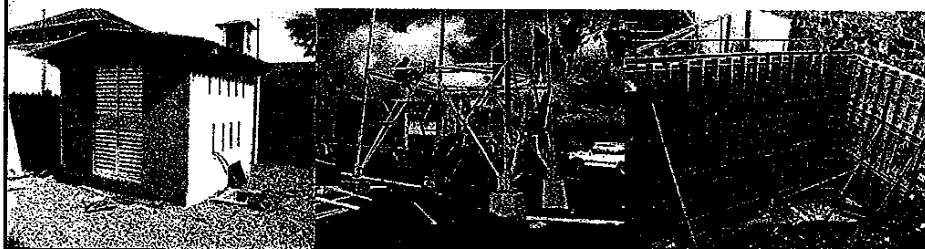
## ► SCHEDULE OF SENIOR MANPOWER

Principals	
Narinder S. Roopra <i>Mobile: 0722 523545</i>	Administrative and technical head, with 33 years of experience in civil and building construction. <b>E-mail: nroopra@gmail.com</b>
Satnam S. Roopra	Financial head, with 30 years of experience in finance, accounting and office practice.
Kulwant S. Roopra <i>Mobile: 0722 527366</i>	Operations head, with 26 years experience in procurement and site management.
Surinder S. Roopra <i>Mobile: 0722 527477</i>	Incharge of Plant Maintenance, with 40 years experience in heavy plant maintenance.

Senior Staff	
G. Nagaraj <i>Mobile: 0722 523565</i>	Financial manager, with 32 years of experience in finance, accounting and office practice.

Principal Assistant Staff:	
Peterson Njue	32 years in major contracts.
Simon Njue	35 years in site experience.
Michael Mungai	Site Engineer, with 27 years in major contracts.
Raphael Nzomo	Site Engineer
Vincent Mathias	Site surveyor, with 20 years building surveys experience
Edwin Kiplagat Limo	Graduate Structural Engineer
Francis Lanyo	Earthworks foreman
Stephen Mutuku	Graduate Surveyor
Mutunga Muli	Site Foreman
Raphael Thitu	Foreman Steel Fabricator

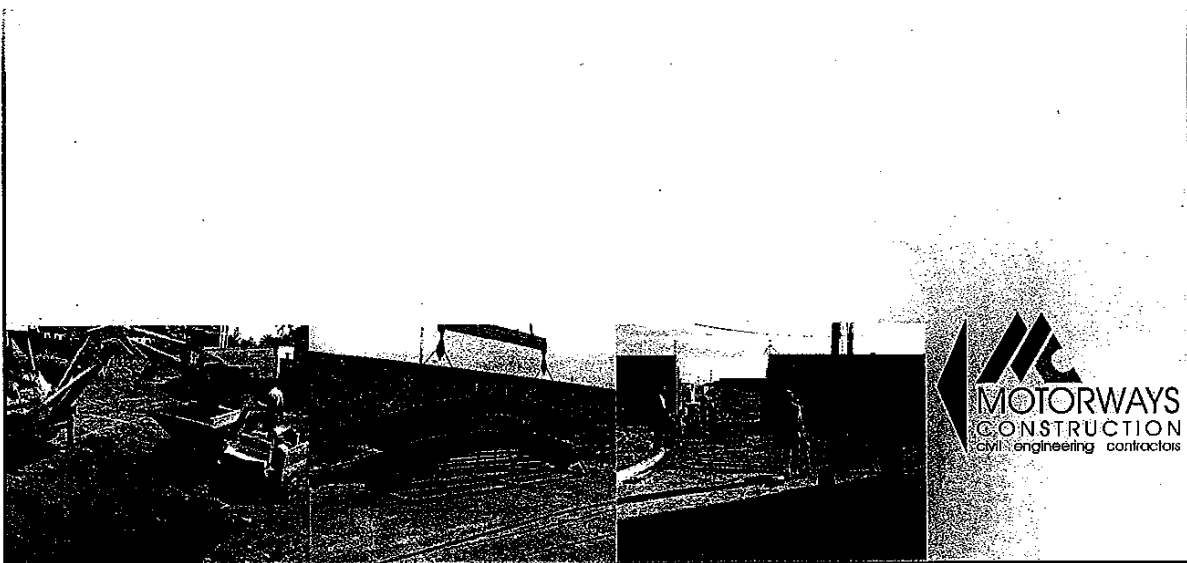
Software in use
MS EXCEL
AUTOCAD
MS PROJECT
PROKON





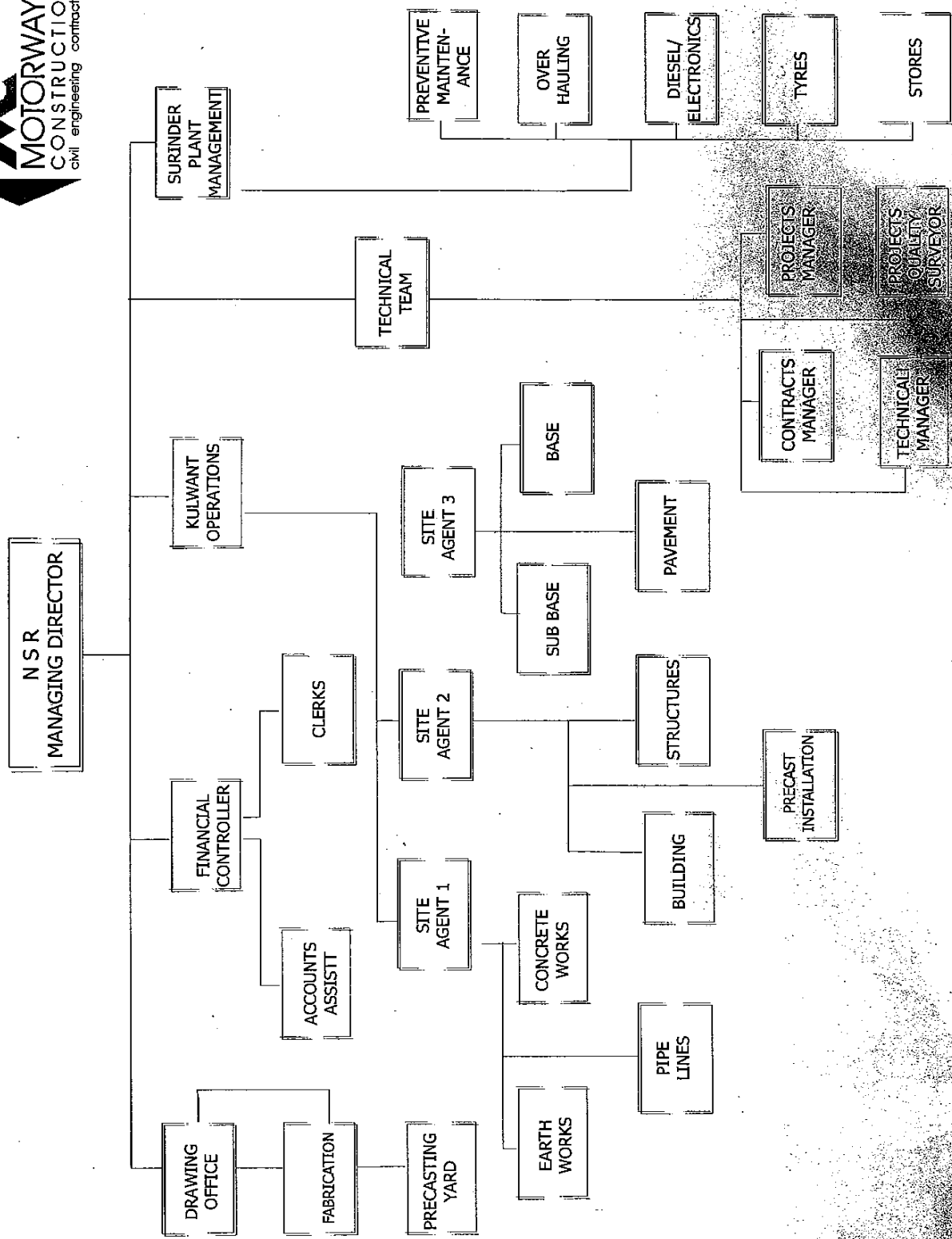
## ▶ STAFF LEVELS

Drivers	19 Nos.
Operators	32 Nos.
Masons	36 Nos.
Carpenters	20 Nos.
General Labours	144 Nos.
Plumbers	4 Nos.
Welders	9 Nos
Fitters	7 Nos
Office trades	10 Nos.
Foremen	10 Nos.
Store Keepers	5 Nos.
Steel Fixers	19 Nos.
Watchmen	9 Nos.





ORGANISATION  
CHART





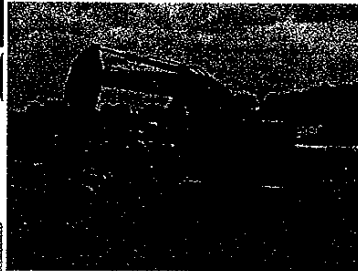
**SCHEDULE  
HIGHLIGHTS OF  
PLANT OWNED**

**EXCAVATORS**



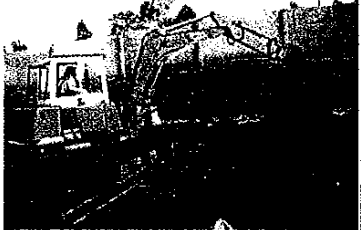
MAKE: LIEBHERR  
MODEL: 944C  
SIZE/ CAP: 40 tons  
UNITS: 1  
(Hammer attachment available)

MAKE: CATERPILLAR  
MODEL: 330  
SIZE/ CAP: 37 tons  
UNITS: 1



MAKE: VOLVO  
MODEL: EC 240LC  
SIZE/ CAP: 24 tons  
UNITS: 1

MAKE: CATERPILLAR  
MODEL: 320  
SIZE/ CAP: 20 tons  
UNITS: 2  
(Hammer attachment available)



MAKE: KUBOTA  
MODEL: KH 191  
SIZE/ CAP: 7 tons  
UNITS: 1  
(Hammer attachment available)

MAKE: BOBCAT  
MODEL: 337  
SIZE/ CAP: 5 tons  
UNITS: 1  
(Hammer attachment available)



**EXCAVATORS** ▶

MAKE: BOBCAT  
MODEL: 442  
SIZE/ CAP: 8 tons  
UNITS: 2



**CRUSHER/  
SCREENER** ▶



MAKE: EXTEC  
MODEL: MEGABYTE  
SIZE/ CAP: 500 tons/hr  
UNITS: 1

**MOBILE CRANES** ▶

MAKE: GROVE  
MODEL: TM 750E  
SIZE/ CAP: 50 tons  
UNITS: 1



MAKE: GALION  
MODEL: 150F  
SIZE/ CAP: 15 tons  
UNITS: 1

MAKE: GROVE  
MODEL: AT 422E  
SIZE/ CAP: 22 tons  
UNITS: 2



**CRANE TRUCKS** ▶



MAKE: FIAT  
MODEL:  
SIZE/ CAP: 40 t/m  
UNITS: 1

**CRANE TRUCKS** ▶



▶ MAKE: VOLVO  
MODEL: FL7  
SIZE/ CAP: 25 t/m  
UNITS: 1

**MATERIAL HANDLERS** ▶

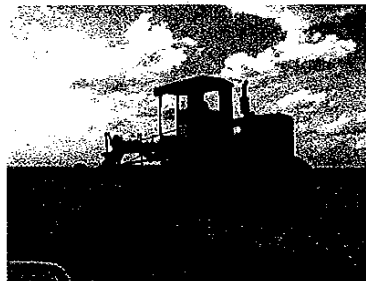
▶ MAKE: CATERPILLAR  
MODEL: RT 60  
SIZE/ CAP: 2.5 tons  
UNITS: 1



▶ MAKE: JCB  
MODEL: 530  
SIZE/ CAP: 2 tons  
UNITS: 1

▶ MAKE: SANDERSON      SIZE/ CAP: 25 tons      MODEL:      UNITS: 1

**GRADERS** ▶



▶ MAKE: CATERPILLAR  
MODEL: 12E  
SIZE/ CAP: 3.0 m  
UNITS: 1

▶ MAKE: CATERPILLAR  
MODEL: 120H  
SIZE/ CAP: 3.0 m  
UNITS: 1



▶ MAKE: CATERPILLAR  
MODEL: 140H  
SIZE/ CAP: 3.6 m  
UNITS: 2

**GRADERS ▶**

MAKE: CATERPILLAR  
MODEL: 140H  
SIZE/ CAP: 3.6 m  
UNITS: 1

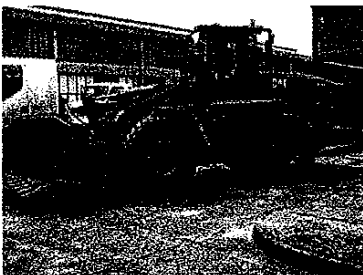


MAKE: VOLVO  
MODEL: GD 940  
SIZE/ CAP: 3.6 m  
UNITS: 1

MAKE: CATERPILLAR  
MODEL: 140H  
SIZE/ CAP: 3.6 m  
UNITS: 1

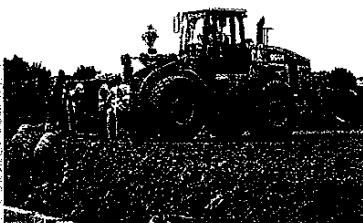


**WHEEL  
LOADERS ▶**



MAKE: CATERPILLAR  
MODEL: 938G  
SIZE/ CAP: 2.8 m<sup>3</sup>  
UNITS: 1

MAKE: HANOMAG  
MODEL: 44D  
SIZE/ CAP: 1.8 m<sup>3</sup>  
UNITS: 1



MAKE: CATERPILLAR  
MODEL: 966H  
SIZE/ CAP: 4 m<sup>3</sup>  
UNITS: 1



**COMPRESSORS** ▶ MAKE: ATLAS COPCO      MODEL: Xa210      SIZE/CAP: 210 L/s      UNITS:1  
 MAKE: INGERSOLL RAND      MODEL: Pw100      SIZE/CAP: 50 L/s      UNITS:1  
 MAKE: DEMAG      MODEL:      SIZE/CAP: 50 L/s      UNITS:1

**CONCRETE MIXERS** ▶



▶ MAKE: WINGET  
 MODEL: 500R  
 SIZE/ CAP: 500L  
 UNITS: 2



▶ MAKE: WINGET  
 MODEL: 400R  
 SIZE/ CAP: 400L  
 UNITS: 1

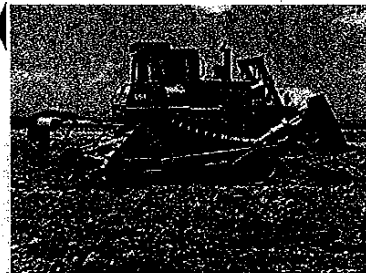


▶ MAKE: PICINNI  
 MODEL: 750S  
 SIZE/CAP: 500 L  
 UNITS:2

MAKE: MERLO      MODEL: 2000DBM      SIZE/CAP: 2000 L      UNITS:1  
 MAKE: PARKER      MODEL: 10NT      SIZE/CAP: 350 L      UNITS:1  
 MAKE: PARKER      MODEL: 175L      SIZE/CAP: 175 L      UNITS:2  
 MAKE: BENFORD      MODEL: 300L      SIZE/CAP: 300 L      UNITS:2

**DOZERS** ▶

▶ MAKE: CATERPILLAR  
 MODEL: D9R  
 SIZE/ CAP: 49 tons  
 UNITS: 1



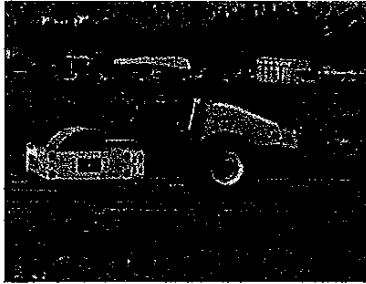
**ROLLERS** ▶



▶ MAKE: VIBROMAX  
 MODEL: 1120 D/PD  
 SIZE/ CAP: 11 tons  
 UNITS: 1

**ROLLERS ▶**

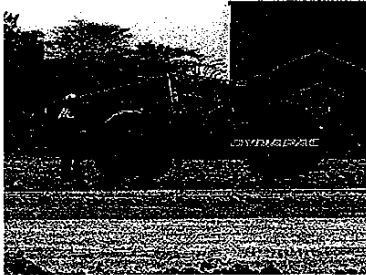
MAKE: CATERPILLAR  
 MODEL: 583C  
 SIZE/ CAP: 15 tons  
 UNITS: 2



▶ MAKE: BOMAG  
 MODEL: BW 213D  
 SIZE/ CAP: 13 tons  
 UNITS: 1



MAKE: HAMM  
 MODEL: 3510  
 SIZE/ CAP: 10 tons  
 UNITS: 1



▶ MAKE: DYNAPAC  
 MODEL: CA600  
 SIZE/ CAP:  
 UNITS: 1

MAKE: A/BARFORD	MODEL: DC013	SIZE/CAP: 13 tons	UNITS:1
MAKE: A/BARFORD	MODEL: GA	SIZE/CAP: 3 tons	UNITS:2
MAKE: BOMAG	MODEL: BW 100	SIZE/CAP: 3 tons	UNITS:1

**DUMPERS ▶**

MAKE: THWAITES  
 MODEL: ALLDRIVE  
 SIZE/ CAP: 2 tons  
 UNITS: 1



**DUMPERS ▶**



▶ MAKE: THWAITES  
MODEL: ALLDRIVE  
SIZE/ CAP: 3 tons  
UNITS: 1

MAKE: THWAITES  
MODEL: ALLDRIVE  
SIZE/ CAP: 5 tons  
UNITS: 1



**PUMPS ▶**

MAKE: VARIOUS      MODEL: 50-150 tons      SIZE/CAP: 20-280 m3/hr      UNITS: 4

**PRIME  
MOVERS ▶**

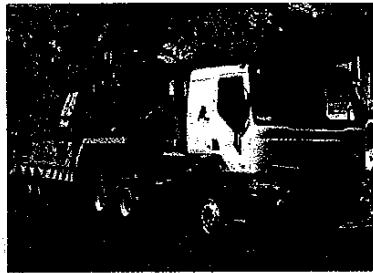


▶ MAKE: VOLVO  
MODEL: NL10  
SIZE/ CAP: 40 tons  
UNITS: 1

▶ MAKE: MERC BENZ  
MODEL: 3340  
SIZE/ CAP: 40 tons  
UNITS: 2

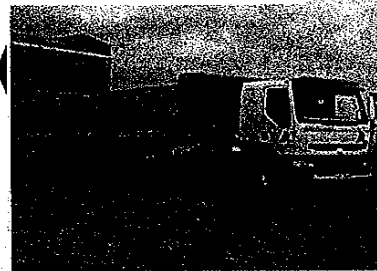


▶ MAKE: RENAULT  
MODEL: 350 / 400  
SIZE/ CAP: 40 tons  
UNITS: 4



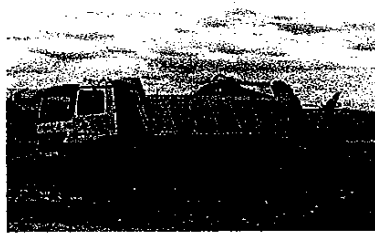
**TIPPERS ▶**

▶ MAKE: TIPPER  
MODEL: BIL  
SIZE/ CAP: 40 tons  
UNITS: 5



**TIPPERS ▶**

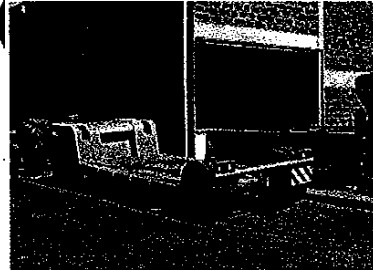
MAKE: MERCEDES BENZ  
 MODEL: 3331  
 SIZE/ CAP: 24 tons  
 UNITS: 6



MAKE: MERCEDES BENZ  
 MODEL: 3331  
 SIZE/ CAP: 24 tons  
 UNITS: 2

**LOW  
 LOADER ▶**

MAKE: FLAT BED - TOW TYPE  
 MODEL: ITALIAN  
 SIZE/ CAP: 20 tons  
 UNITS: 1



**LOW  
 LOADER ▶**

MAKE: LOW LOADER	MODEL: BIL	SIZE/CAP: 40 tons	UNITS:2
MAKE: LOW LOADER	MODEL: BIL	SIZE/CAP: 40 tons	UNITS:2
MAKE: CASE-INT	MODEL: 795	SIZE/CAP: <sup>WATER</sup> BROWSERS TRAILERS	UNITS:1
MAKE: LOW LOADER	MODEL: BIL	SIZE/CAP: 40 tons	UNITS:2

**GENERATORS ▶**

MAKE: WILSON	MODEL: P50	SIZE/CAP: 50 Kva	UNITS:1
MAKE: WILSON	MODEL: P275E	SIZE/CAP: 250 Kva	UNITS:1
MAKE: KUBOTA	MODEL:	SIZE/CAP: 23 Kva	UNITS:1
MAKE: HONDA	MODEL: 2500	SIZE/CAP: 2.5 Kva	UNITS:1

**VIBRATORS/  
 HOISTS ▶**

MAKE: VARIOUS	MODEL: POKER/BEAM	SIZE/CAP:	UNITS:5
MAKE: VARIOUS	MODEL: OPERATED	SIZE/CAP:	UNITS:5
MAKE: VARIOUS	MODEL: RAIL ROPE	SIZE/CAP:	UNITS:3



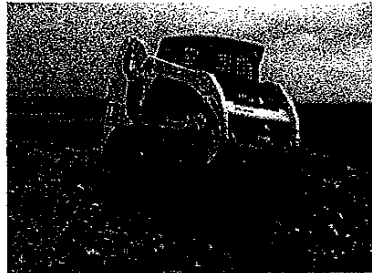
**SKID  
STEER  
LOADERS ▶**



▶ MAKE: BOBCAT  
MODEL: 753  
SIZE/ CAP: 620 Kgs  
UNITS: 3



▶ MAKE: BOBCAT  
MODEL: 751  
SIZE/ CAP: 620 Kgs  
UNITS: 2



▶ MAKE: BOBCAT  
MODEL: T 190  
SIZE/ CAP: 800 Kgs  
UNITS: 1



▶ MAKE: CATERPILLAR  
MODEL: 216  
SIZE/CAP: 640 Kgs  
UNITS:2

	MAKE: BOBCAT	MODEL: 443	SIZE/CAP: 450 Kgs	UNITS:1
<b>PICK UPS ▶</b>	MAKE: TOTOTA 350	MODEL: BU 91	SIZE/CAP: 3 tons	UNITS:1
	MAKE: TOYOTA L/CRUISER	MODEL: HZJ 79	SIZE/CAP: 1 ton	UNITS:2
	MAKE: ISUZU	MODEL: TFR 54	SIZE/CAP: 1 ton	UNITS:1

**TILT TABLES ▶**

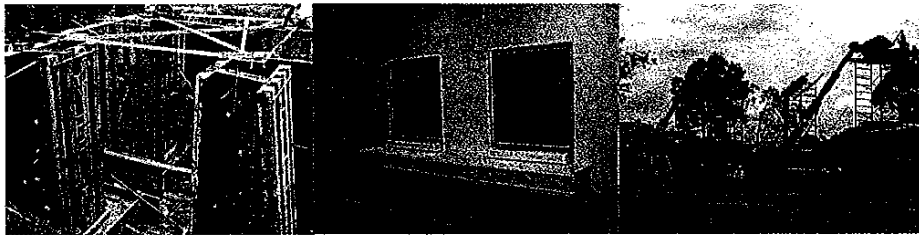
▶ MAKE: MOTORWAYS manufacture  
SIZE/ CAP: 2.44 X 4.88 m  
3.66 X 6.10 m  
UNITS: 12



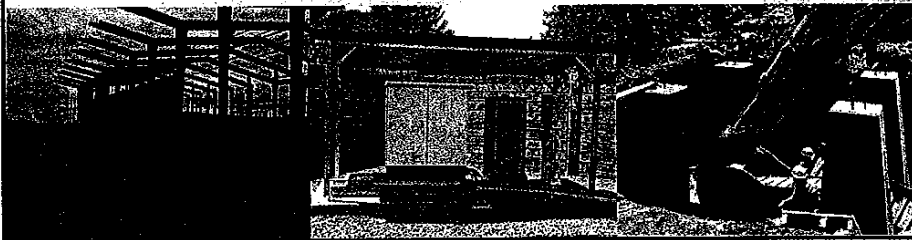


**SCHEDULE  
SUMMARY OF  
COMPLETED  
PROJECTS**

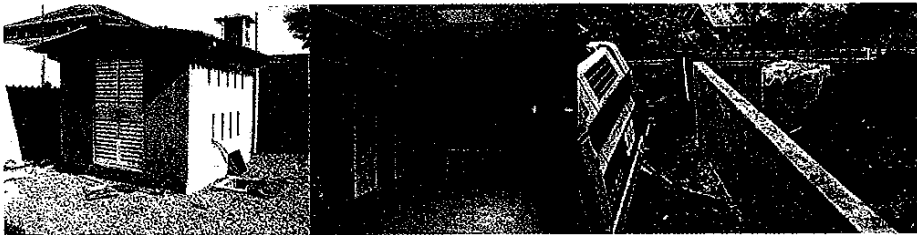
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
GATATHURU RIVER TRUNK SEWER	NAIROBI CITY COUNCIL	NCC-WATER & SEWERAGE DEPT.	1978	1,300,000.00
NAKURU INTERCEPTOR SEWER	MINISTRY OF WATER DEVELOPMENT	SIR ALEXANDER GIBB & PARTNERS	1979	2,200,000.00
DANDORA INDUSTRIAL AREA TRUNK SEWER	NAIROBI CITY COUNCIL	NCC-WATER & SEWERAGE DEPT.	1980	6,000,000.00



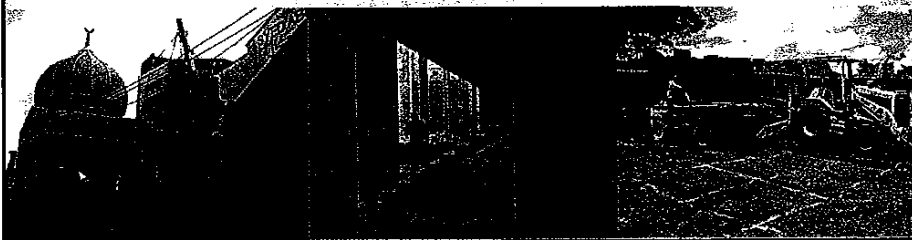
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
LORESHO SOUTH HOUSING SCHEME CIVIL WORKS	LORESHO HOUSING LTD	MANGAT, I.B. PATEL & PARTNERS	1981	10,000,000.00
LIMURU SEWERAGE SYSTEM	MINISTRY OF WATER DEVELOPMENT	H. P. GAUFF ENGINEERS	1983	10,400,000.00
BURU BURU ESTATE PHASE V - CIVIL WORKS	KENYA BUILDING SOCIETY	MANGAT/CARLBRO (K) LTD	1983	25,000,000.00



PROJECT	CLIENT	ENGINEER	YEAR	VALUE
KENYA MEDICAL	TAKENAKA	TAKENAKA KOMUTEN	1984	3,000,000.00
RESEARCH INSTITUTE	KOMUTEN LTD	LTD		
CIVIL WORKS				
AMMUNITION	MINISTRY OF WORKS	E. A. ENGINEERING	1985	7,000,000.00
SUB-DEPOT	DEPT. OF DEFENCE	CONSULTANTS		
CIVIL WORKS				
BUS TERMINUS & MARKET UPGRADE	THIKA MUNICIPAL COUNCIL	TOWN ENGINEER	1985	7,500,000.00



PROJECT	CLIENT	ENGINEER	YEAR	VALUE
NYS ENG. INSTITUTE	TAKENAKA CORP.	TAKENAKA CORP.	1987	7,000,000.00
CIVIL WORKS				
SERVICE STATIONS	CALTEX OIL & TOTAL OIL	CALTEX OIL & TOTAL OIL	1989	40,000,000.00
MIRITINI SITE & SERVICE SCHEME	MOMBASA MUNICIPAL COUNCIL	WANJOHI CONSULTING ENG.	1989	18,000,000.00
WINDSOR HOTEL	WINDSOR HOTELS	J. KEENAN/MENTOR	1991	10,000,000.00
CIVIL WORKS		MANAGEMENT		





PROJECT	CLIENT	ENGINEER	YEAR	VALUE
CHEMICAL FACTORY & WAREHOUSE	ORBIT CHEMICAL INDUSTRIES LTD	OCIL/ MOTORWAYS	1992	80,000,000.00
NAIROBI AIRPORT MAIN CABLING	S. E. E. E (FRANCE)	MENTOR MANAGEMENT	1992	5,600,000.00
WATER PARK	SPLASH LTD	BEGLIN WOODS ARCHITECTS	1993	40,000,000.00
MOI AIRPORT PRELIMINARY & HOUSING WORKS	TAKENAKA / MITSUBISHI JOINT OPERATION	TAKENAKA / MITSUBISHI JOINT OPERATION	1994	100,000,000.00



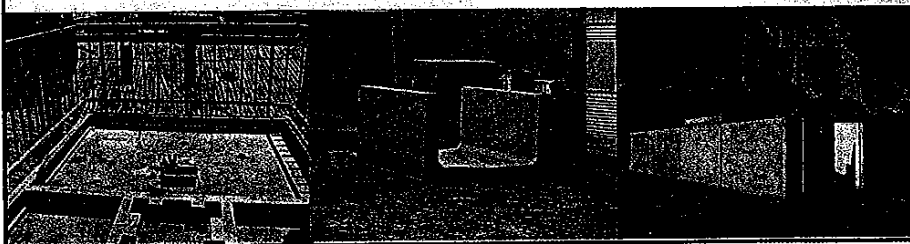
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
SWAHILI BEACH CLUB, DIANI	WATERFRONT HOSPITALITY LTD	TRZEBINSKI, GAAL & ASSOCIATES	1995 STALLED	200,000,000.00
DIANI BEACH HOSPITAL	DR. K. S. REKHI	MOTORWAYS/ ENGG. DESIGN CONSULT.	1996	30,000,000.00
OFFICES & GODOWNS	MANU SPICERS LTD	MOTORWAYS/ ENGG. DESIGN CONSULT.	1996	15,000,000.00



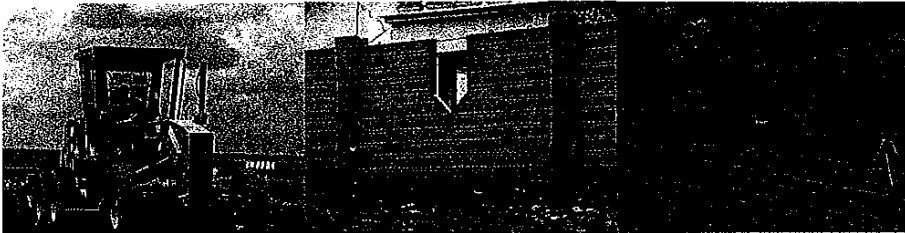
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
WAREHOUSES	PRESSMASTER LTD	MOTORWAYS/ ENGG.	1997	75,000,000.00
		DESIGN CONSULT.		
OFFICES & WAREHOUSES	CATALYST CHEMICALS LTD	MOTORWAYS/ STRANA CONSULT. ENGINEERS	1998	100,000,000.00
USA EMBASSY NBI	MORRISON	MORRISON	1999	100,000,000.00
INTERIM OFFICE & USAID COMPLEX	KNUDSEN CORP.	KNUDSEN CORP.		



PROJECT	CLIENT	ENGINEER	YEAR	VALUE
OFFICES & FACTORY	BANBROS LTD	MOTORWAYS/ STRANA CONSULT. ENGINEERS	2000	95,000,000.00
USA EMBASSY, UGANDA	MORRISON KNUDSEN CORP.	MORRISON KNUDSEN CORP.	2000	60,000,000.00
KENCELL GSM, GREENFIELD SITES	ALCATEL LTD.	CIVIL WORKS FOR M/S COMTEL	2000	40,000,000.00



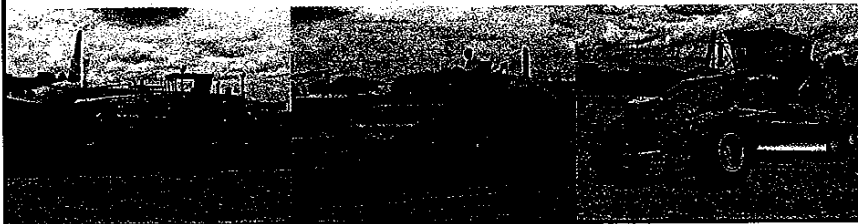
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
SAFARICOM GSM, GREENFIELD SITES	SAFARICOM/REIME (K) LTD	CIVIL WORKS FOR GSM GREENFIELD SITES	2002	60,000,000.00
SIMOCO, KENYA POLICE PROJECT	SIMOCO	BUILDING & CIVIL WORKS	2003	20,000,000.00
SAFARICOM GSM, GREENFIELD SITES	SAFARICOM GSM, GREENFIELD SITES	CIVIL WORKS FOR GSM GREENFIELD SITES	2003/4	180,000,000.00



PROJECT	CLIENT	ENGINEER	YEAR	VALUE
ACCESS ROAD, CARPARK & BRIDGES	BROOKHOUSE SCHOOLS LTD	MOTORWAYS CONSTRUCTION	2004/5	21,000,000.00
ORLY AIRPARK LTD RUNWAY PARKING AND ACCESS ROAD	ORLY AIRPARK LTD	MOTORWAYS CONSTRUCTION	2004/5	25,000,000.00
SAFARICOM GSM, GREENFIELD SITES	SAFARICOM GSM, GREENFIELD SITES	CIVIL WORKS FOR GSM GREENFIELD SITES	2005	140,000,000.00



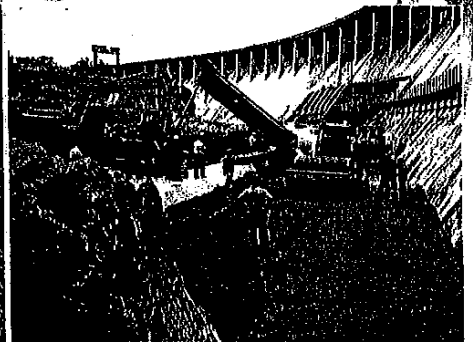
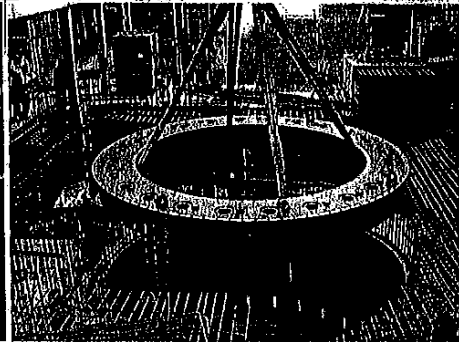
PROJECT	CLIENT	ENGINEER	YEAR	VALUE
MOI INTERNATIONAL AIRPORT MOMBASA RUNWAY CONCRETE PAVEMENT	KAJ KAY CONST.		2006	50,000,000.00
PHASE 2 AND CONCRETE FLOORS & ACCESS ROADS	BHACHU INDUSTRIES LTD		2006	120,000,000.00
JOMO KENYATTA INTERNATIONAL AIRPORT	CHINA WU YI (KENYA) CO. LTD		2007	700,000,000.00
JOMO KENYATTA INTERNATIONAL AIRPORT	CHINA WU YI (KENYA) CO. LTD		2008	350,000,000.00 (On Hand)
ST. MARY'S - NYAKAHURA- GITUGU ROAD MUKUNGAI BRIDGE	MINISTRY OF ROADS AND PUBLIC WORKS/ KAY CONSTT.		2008	30,000,000.00
NAIROBI SOUTH POWER PLANT PHASE II	IBERAFRICA POWER (EA) LTD	SOCOIN S.L.U	2008	150,000,000.00 (On Hand)





Building a Better Africa. Together

# COMPANY PROFILE



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Strong Heritage

What We Do

How We Do It

Our People

Sustainability & Corporate Citizenship

Our Capacity

Strategic Direction

Plant & Equipment

Our Experience

Financials

Continuous Improvement

Regional Offices

## STRONG HERITAGE



Spenco was incorporated in 1979 to undertake infrastructure related construction in Kenya with an intention to expand subsequently into neighbouring countries. In 1984 the operations were extended into Tanzania, in 1985 into Uganda and 1994 into Zambia. Today, they have fully fledged operational presence in each of these countries. Projects have been carried out in Kenya, Zambia, South Sudan, Malawi, Mozambique and Botswana.

Spenco initially started offering engineering solutions for water supply and sewerage works. The company has since diversified into roads and bridges, electro-mechanical, power transmission and industrial buildings. Most of the projects undertaken so far have been financed by international funding agencies like World Bank, IDA, KFW, EIB, AfDB, SFD and JICA among others.

The company has identified growth options in enhancing mutual joint ventures, mergers and acquisitions, and expanding into new markets, products and services.

## THE SPENCON WAY

### Quality

In recognizing the need to ensure that our systems and services meet the standards of best practice, Spenco has actively adopted quality assurance programmes and certification to meet with market place needs and contractual requirements

### Heritage

Spenco has defined a rich culture of project delivery for decades. This strong heritage of experience, knowledge and relationships leverages best practice and delivery for all our clients

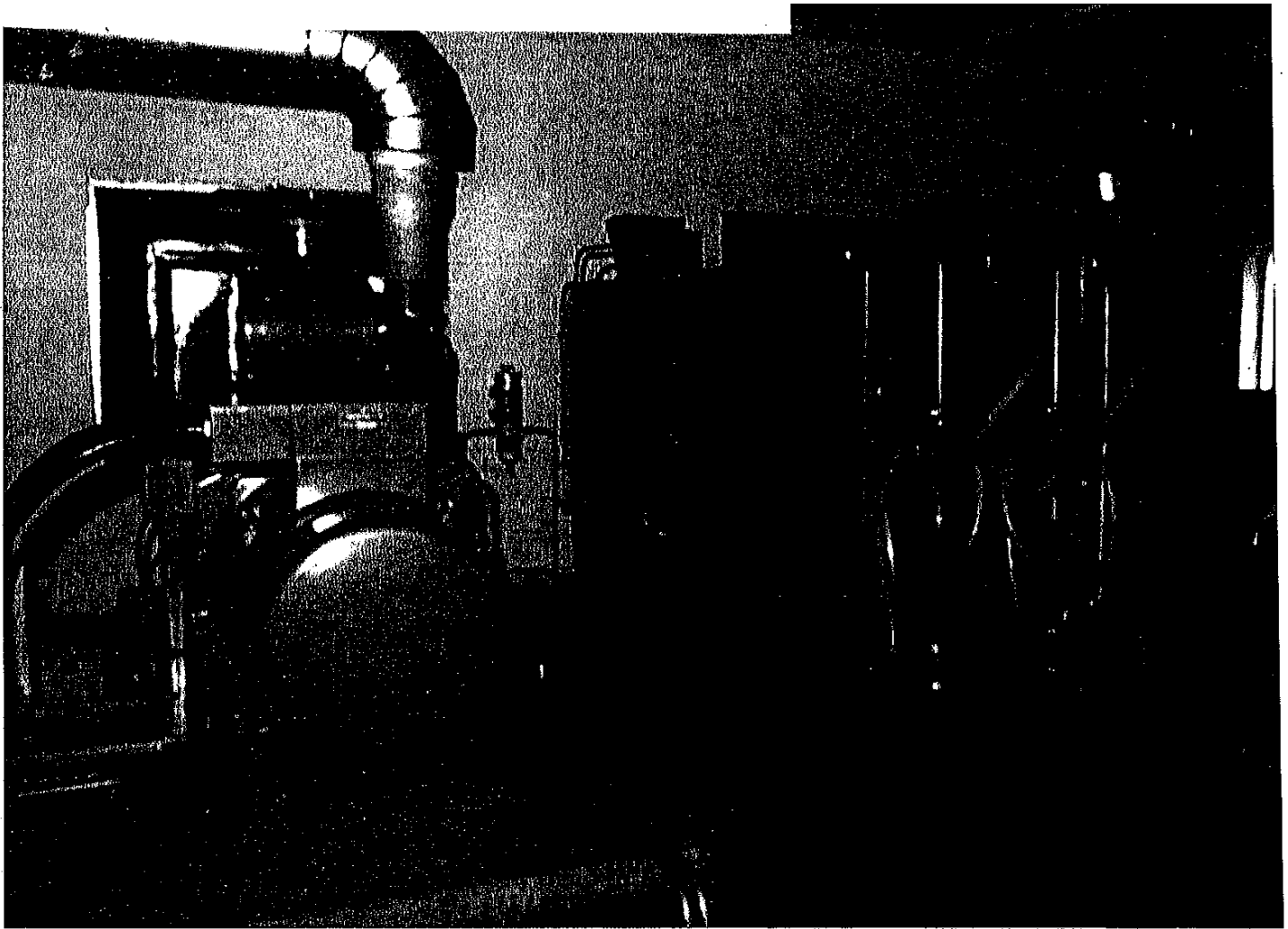
### Responsibility

Spenco is inspired by a desire to be innovative. We have a relentless pursuit for operational excellence, responsibility over environmental conservation and exemplary safety performance

### Partnership

True partnership is the way Spenco would like to do business. The philosophy of being a company open to partnership allows clients and partners to share in our success, capacity and growth.

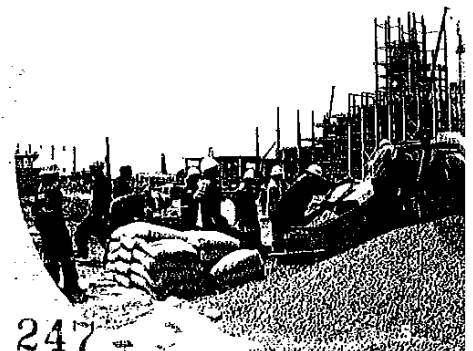
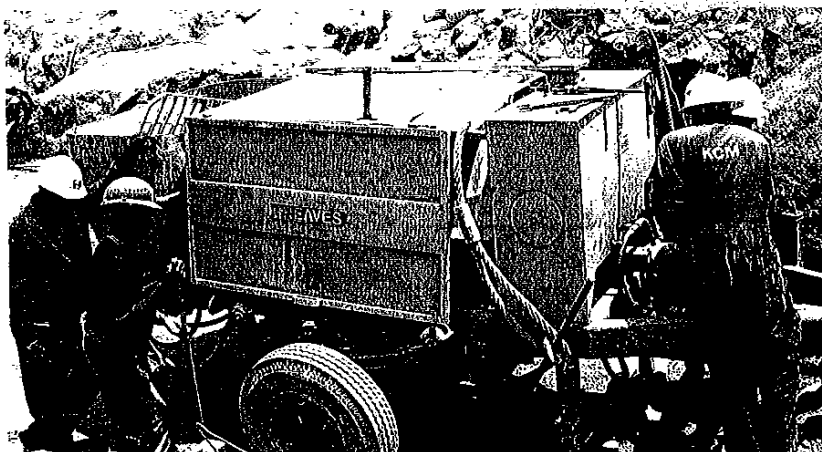




Spenco has played a significant role in the development of infrastructure projects in East Africa. Over the past two decades, Spenco has provided specialized engineering services in disciplines such as civil building, electric and mechanical oversight in some of East Africa's large projects.

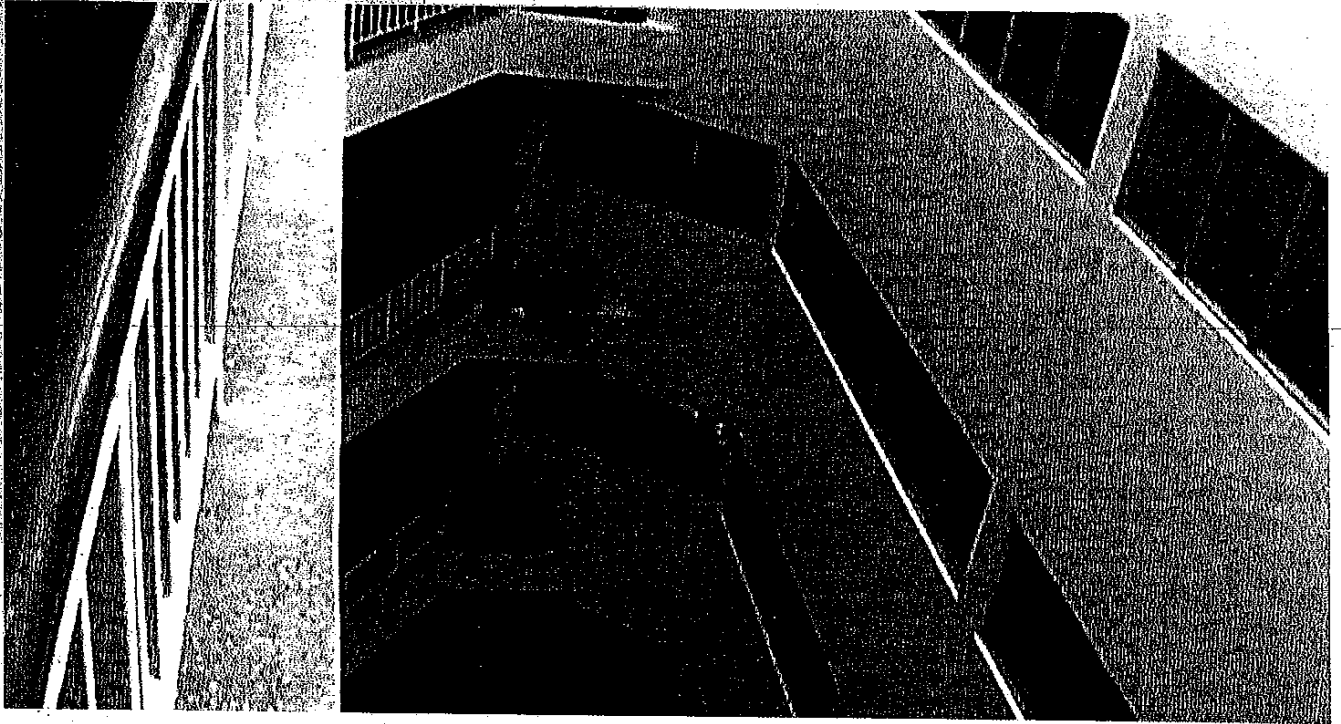
The company is managed by a professional team of experts, executing works with international standards and certification with an emphasis on awareness of and commitment to health, safety and environmental protection in accordance with international practice. We have the capacity to plan, design, construct and maintain a variety of high value engineering projects to the satisfaction of clients.

We have adopted the international ISO 9001 Standard Quality Systems Models for quality assurance. The company is committed to the delivery of quality products and services in full compliance with its contractual requirements.





# HOW WE DO IT

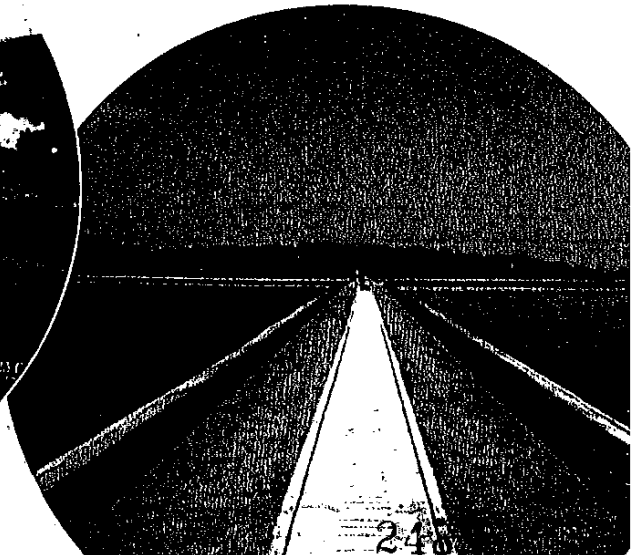
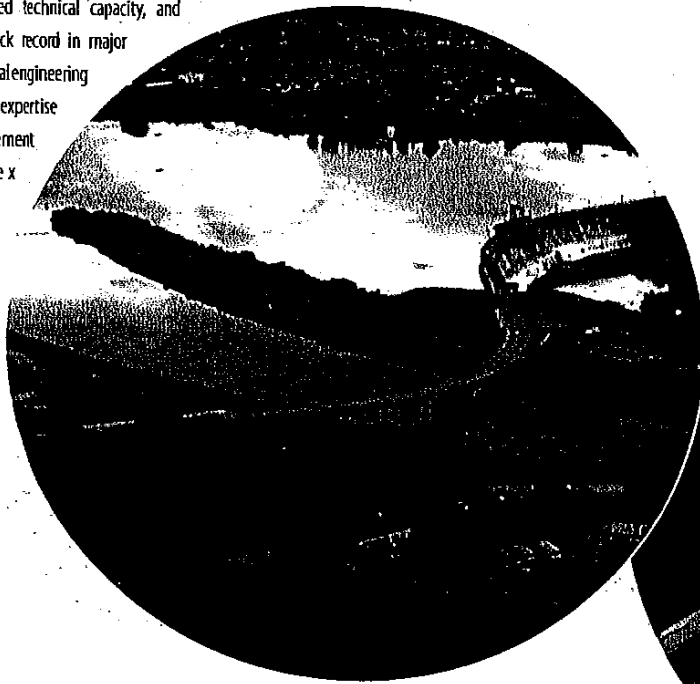


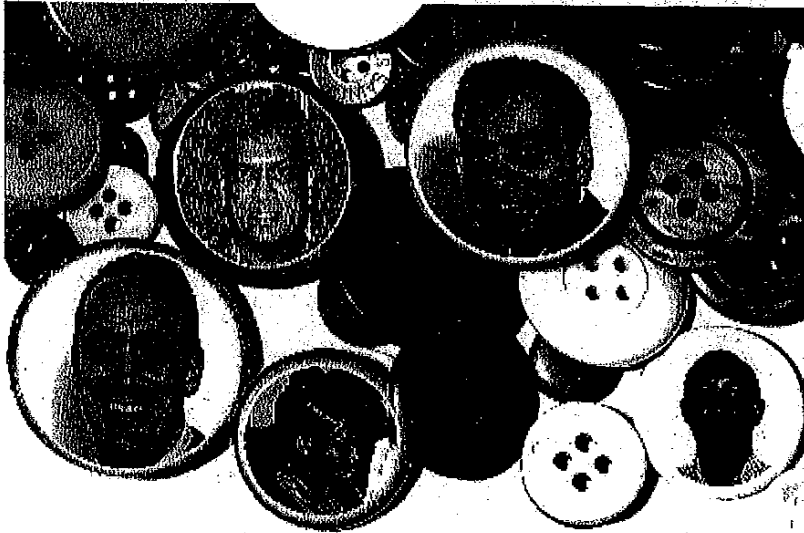
As Spencon competes in the regional market place we never lose sight of the fact that our employees are the heart of the company -- the driving force behind our success. At Spencon human relations are based on respect, trust, honesty, truthfulness and teamwork.

Careful selection of staff from the local and international talent pool enables us to offer clients crucial management expertise for efficient execution of complex engineering projects.

**"Spencon brings to the job a wide range of multi-disciplinary teams, unrivalled technical capacity, and outstanding track record"**

Spencon brings to the job a wide range of multi-disciplinary teams, unrivalled technical capacity, and outstanding track record in major civil and structural engineering projects and expertise in the management of complex undertakings.





## OUR PEOPLE

Careful selection of staff from the local and international talent enables Spencon to offer its clients crucial management expertise, together with high level of proficiency. Established work teams allow for the efficient execution of the most complex engineering projects. The depth of the company's experience and the span of activities covered, gives us the vital edge over other similar construction firms in the region.

We ascribe to good corporate governance frameworks as a means of attracting and retaining long-term capital form investors as well as maintaining high credibility. We respect and subscribe to enhancing a full set of relationships between management, the board of directors, shareholders, employees and stakeholder community.

### Our Mission

"To provide innovative engineering solutions to enhance quality of life in Africa"

### Our Values

Spencon recognizes that having the right values will result in more efficiency, higher productivity, and better focus. The overriding principles guiding Spencon's value definition include.

#### Integrity

Spencon is committed to observe absolute honesty and integrity in all their business activities.

#### Honouring Commitment

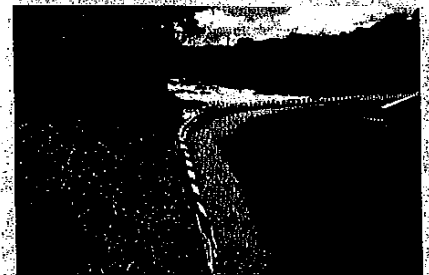
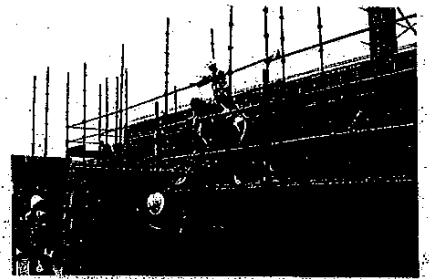
Spencon will enhance the standards and reputation of the company by honouring its commitments to Shareholders, Management, Employees, Customers / Clients, on time and within budget.

#### Transparency

Spencon will maintain high standards of accuracy in advise and information given to the Shareholders, Management, Employees, Customers / Clients in the fields for which they are responsible. Spencon will act in openness, in accordance to the duties that they owe to Shareholders, Management, Employees, Customers / Clients.

#### We care for the Environment

Spencon is committed to pursue in the course of business, sound and responsible practices to ensure the protection of people and the environment.





## SUSTAINABILITY & CORPORATE CITIZENSHIP

To ensure a good system of corporate governance, all our actions are aligned with clearly defined ethical principles namely:

***Discipline, Transparency, Accountability, Responsibility, Fairness and Corporate Citizenship.***

Sustainability forms an integral part of our corporate governance planning. We place emphasis on incorporating our processes and procedures into an integrated Management System to meet both national and international standards. Spencon values our long-term relationships with clients, stakeholders and the community and strive to move beyond the traditional compliance. We further hope to strengthen our ties with the community by contributing towards local education, health and cultural development.

### **Safety & Health**

Spencon considers its employees to be its most valuable resource. It is our policy to hold line management responsibility within each business unit and its divisions for matters relating to Safety, Health and Environment.

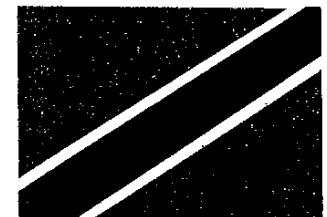
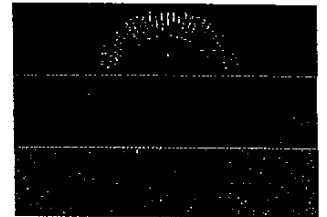
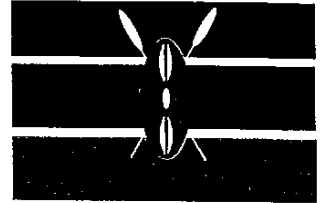
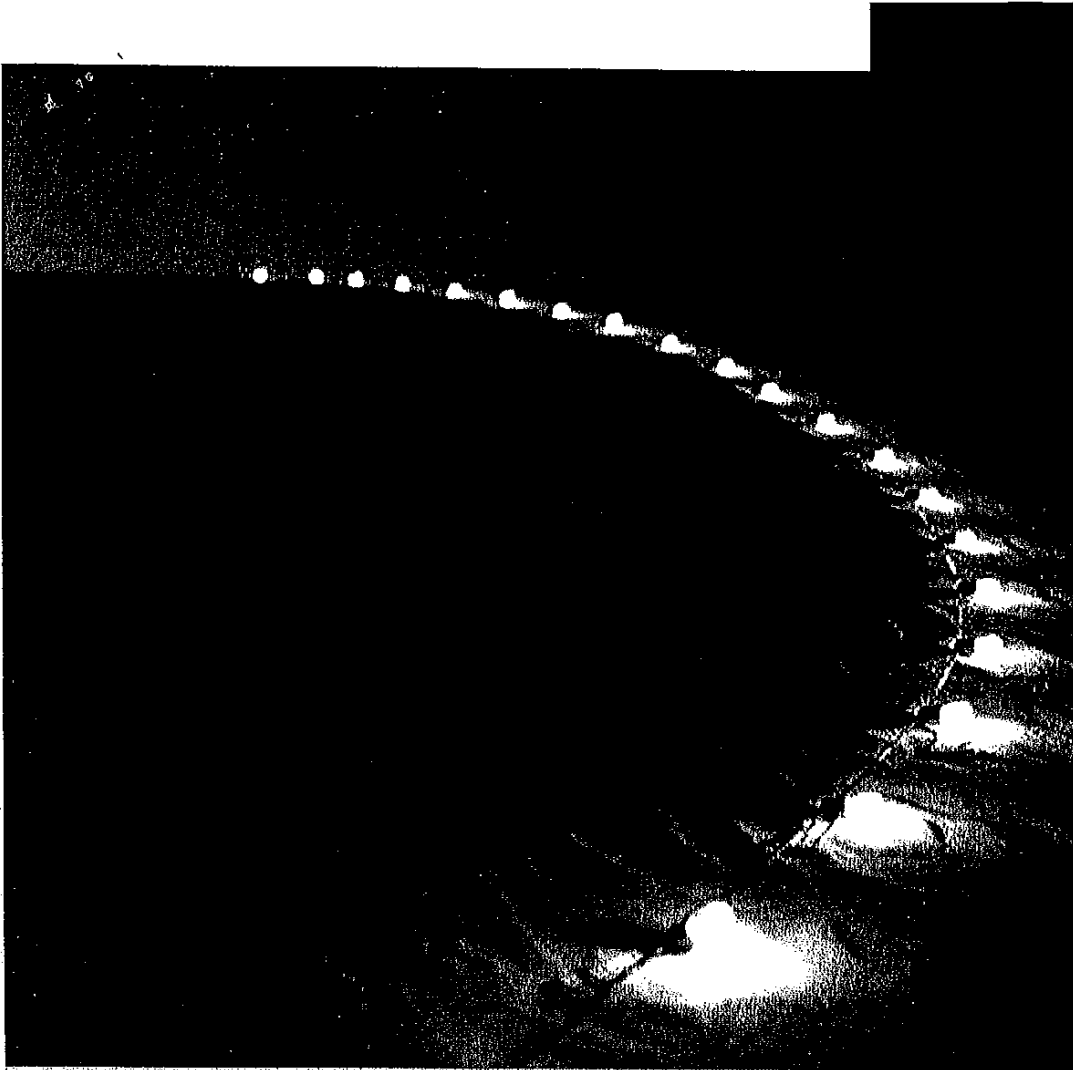
### **Corporate Social Responsibility**

We strive to ensure positive impact on the communities in which we operate. Where possible, we will contract local staff on projects and offer specialised training to ensure a high standard of work delivery. By investing in the local communities where we operate, the company aims to have sustainable contributions which will establish growth of local capacity and sustainability.

### **Environment**

Our goal is to achieve leadership in sustainable and environmental practice. We seek to minimize our environmental impact and to comply with all legislations and use innovative practices to mitigate our practice where legislation doesn't exist.





## OUR CAPACITY

Spenco is a large multi-disciplined solution provider with strong multi-regional presence in Eastern Africa. The current market environment is supportive of major infrastructural commitments by various Eastern and Central African governments.

The company is however preparing to embrace new business development modalities to grow market share and business diversity. To this end Spenco is building capacities in conducting useful Public-Private Partnerships (PPP), incorporating Build, Operate and Transfer (BOT) modalities, embracing both internal and external reforms and inputting fresh opportunities for entrepreneurial initiatives.

To achieve future growth and in line with our business strategy, Spenco has attracted contract financing, equity participation and bonding facilities from major overseas venture capital institutions. The first of these (contract financing) is an asset-backed financing programme through an off-balance sheet facility FMO of Netherlands, DEG of Germany facilities have already been activated. The second of these facility in the form of equity participation will be provided by Emerging Markets Partnership (EMP) from Washington, USA.



## STRATEGIC DIRECTION

Spenco's medium term strategy seeks to deliver exceptional customer satisfaction, develop joint venture partnerships, mergers and acquisitions; expand aggressively into new markets, diversify product offering and embrace technology as a vehicle for world-class benchmarking.

The company is doing its utmost to ensure safety at the workplace and offer a human resources policy that makes the most of staff talent. In this way the company generates business activity and wealth, creates jobs and improves the living environment for all stakeholders.

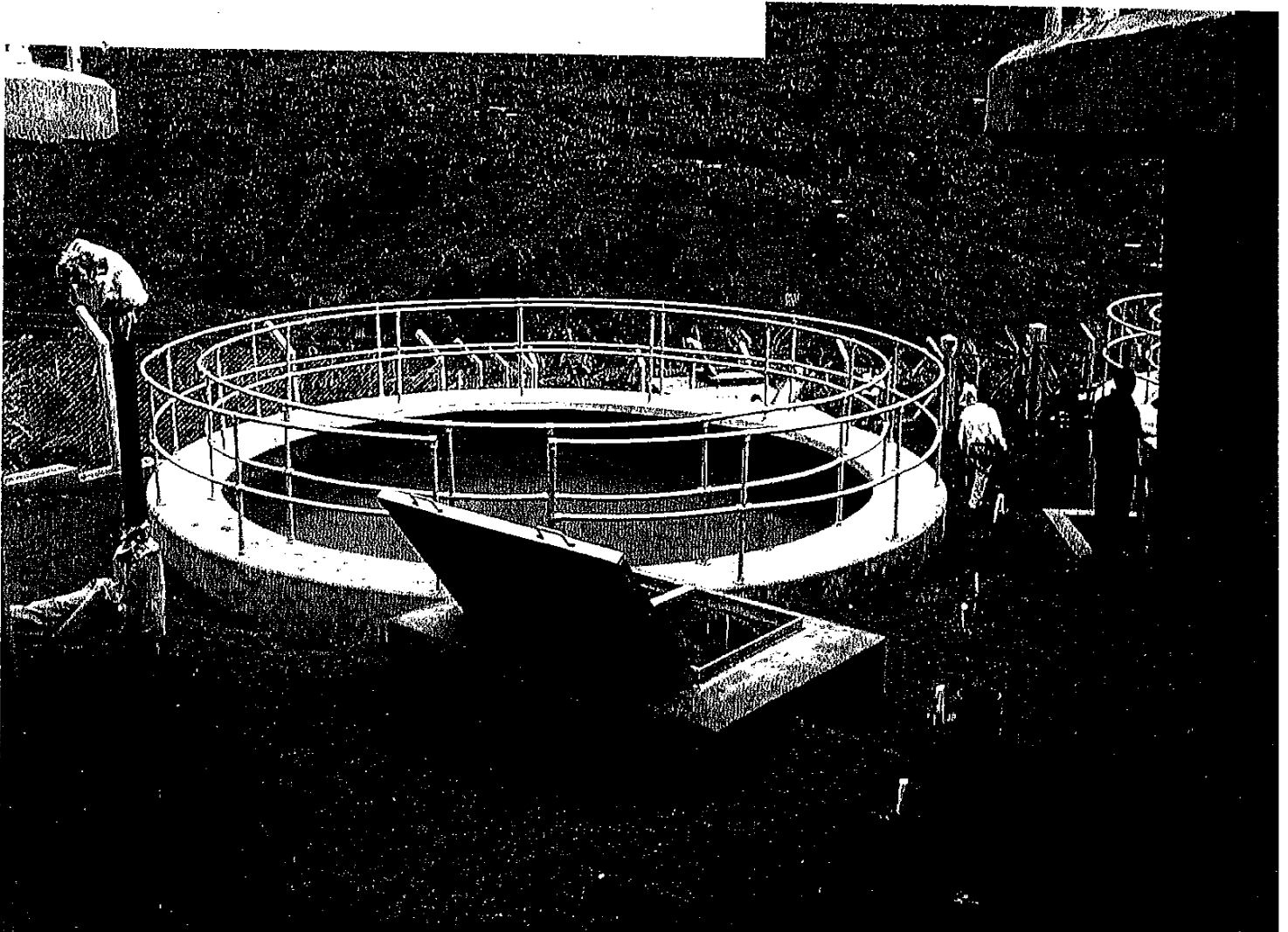
### TECHNOLOGY

As part of our strategy and growth plan, Spenco has implemented a People Soft based Enterprise Resource Planning (ERP) environment to link via satellite Head Office operations to all the regional offices.

This investment has enabled the company to efficiently administer all key resources over an ever growing market base and has impacted positively on the company's profitability and shareholders' value propositions.

### QUALITY CONTROL

Spenco strives for 'zero defect' and is undertaking an integrated ISO certification programme across all aspects of our business as part of our commitment towards continuous improvement, and effective business and operational performance. We are dedicated towards quality and robust project execution.



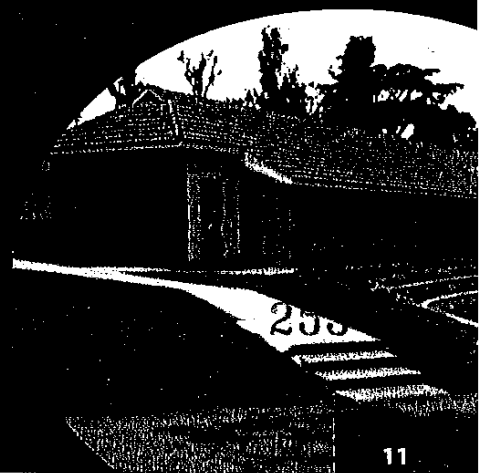
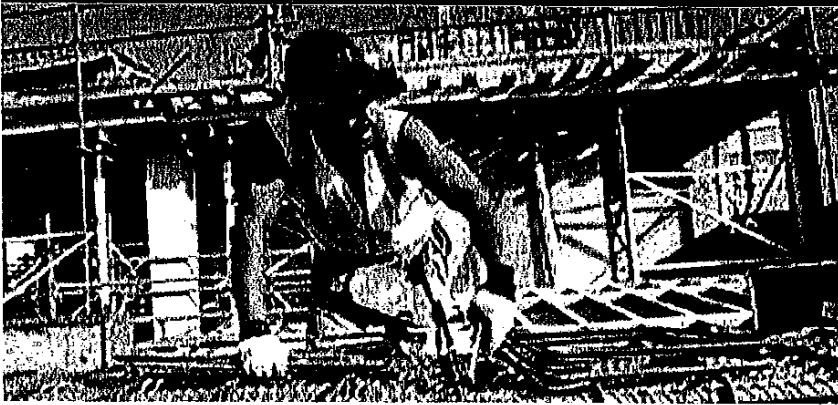
## PLANT & EQUIPMENT

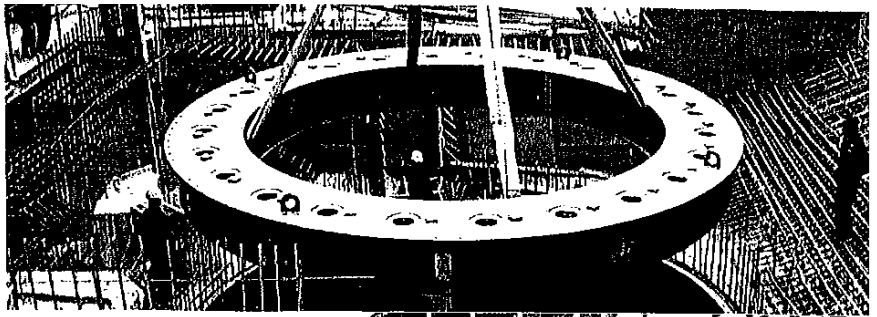
Spenco believes that to serve the client effectively, finish contracts on time and within budget, investing in modern equipment is essential.

This has enabled the company to undertake major construction jobs without compromising on quality. The company purchases most of its plant & equipment outright, although this is augmented by hired or leased equipment from time to time. Our major plant complement includes equipment for quarry plant, concrete works, earth works, drilling and piling, pavement works and ancillary equipment.

Plant and equipment maintenance is controlled through the integrated inventory / maintenance system. Workshop repairs, overhauls and other preventative and predictive maintenance are carried out at each major remote site by Spenco staff in conjunction with in-country representatives of manufacturers.

**“Our major plant complement includes quarry plant, concrete works, earth works, drilling and piling, pavement works and ancillary equipment”**





## OUR EXPERIENCE



Spencon has the skills and experience to deliver any aspect of infrastructural projects. This integrated business model enables the company to provide distinctive value to its customers, and positions it strongly for sustained growth going forward.

Our construction activities encompass Building, all kinds of Civil works, Roads and Engineering. This enables us to deliver on the broad infrastructural development needs of the market in which it operates.

Customer focus is central to our business model. We always strive to exceed customer expectations by providing solutions that are guided by an incisive understanding of our customers' needs.

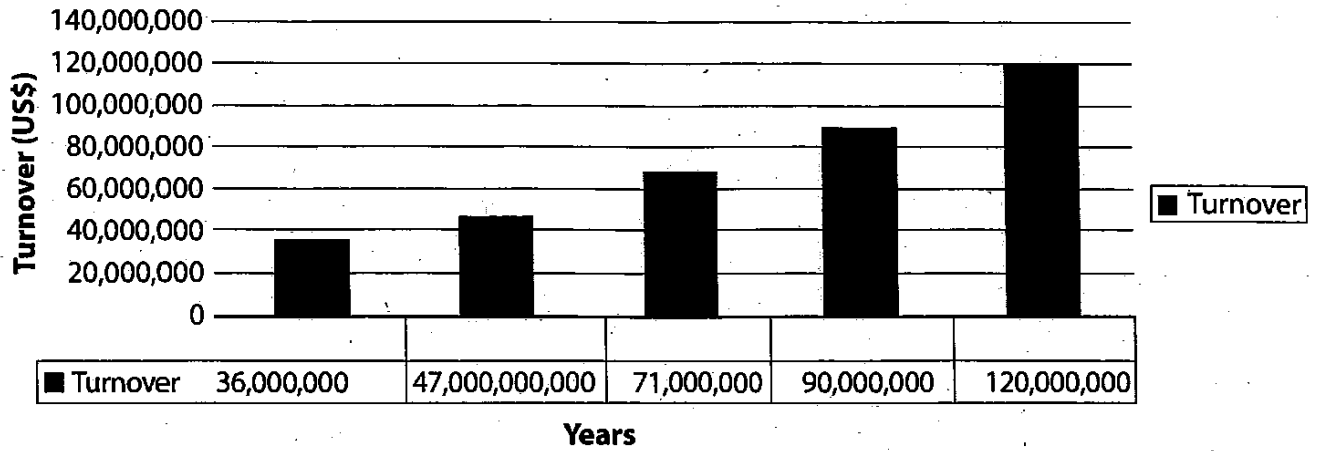
With decades of construction experience, Spencon has played a major role in the development of eastern Africa's infrastructure, achieving a reputation for innovation and professionalism.

Spencon customer-focused philosophy aims to provide full service solutions across the broad base of the infrastructure value chain.

Service delivery is based on an inclusive understanding of customer needs and requirements with the objective of standing by projects until successfully completed.



## Spencon Turnover 2004 - 2008

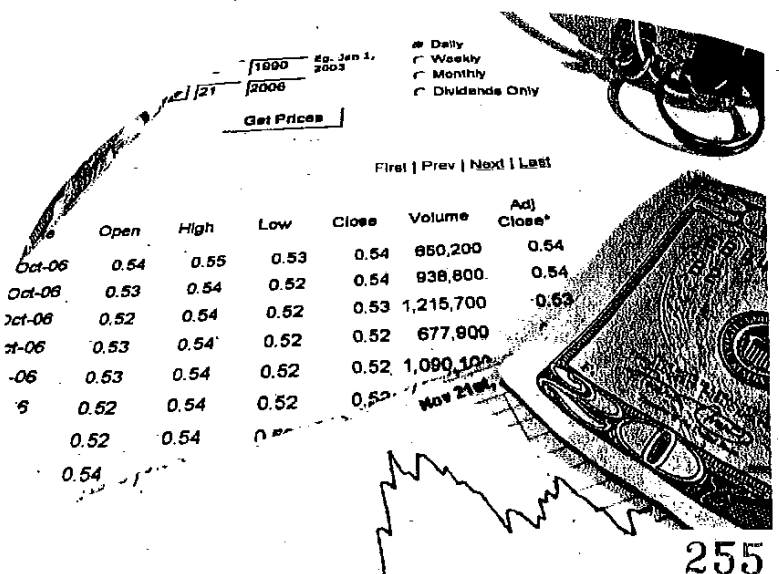


## FINANCIALS

Year after year, Spencon continues on its growth trajectory, supported by clearly stated fundamentals: a strategy known to all, expertise covering the full range of construction business lines, a management system that fosters creativity in individuals and responsiveness in organizations, strong values that give our culturally diverse teams a shared passion for building and common entrepreneurial drive.

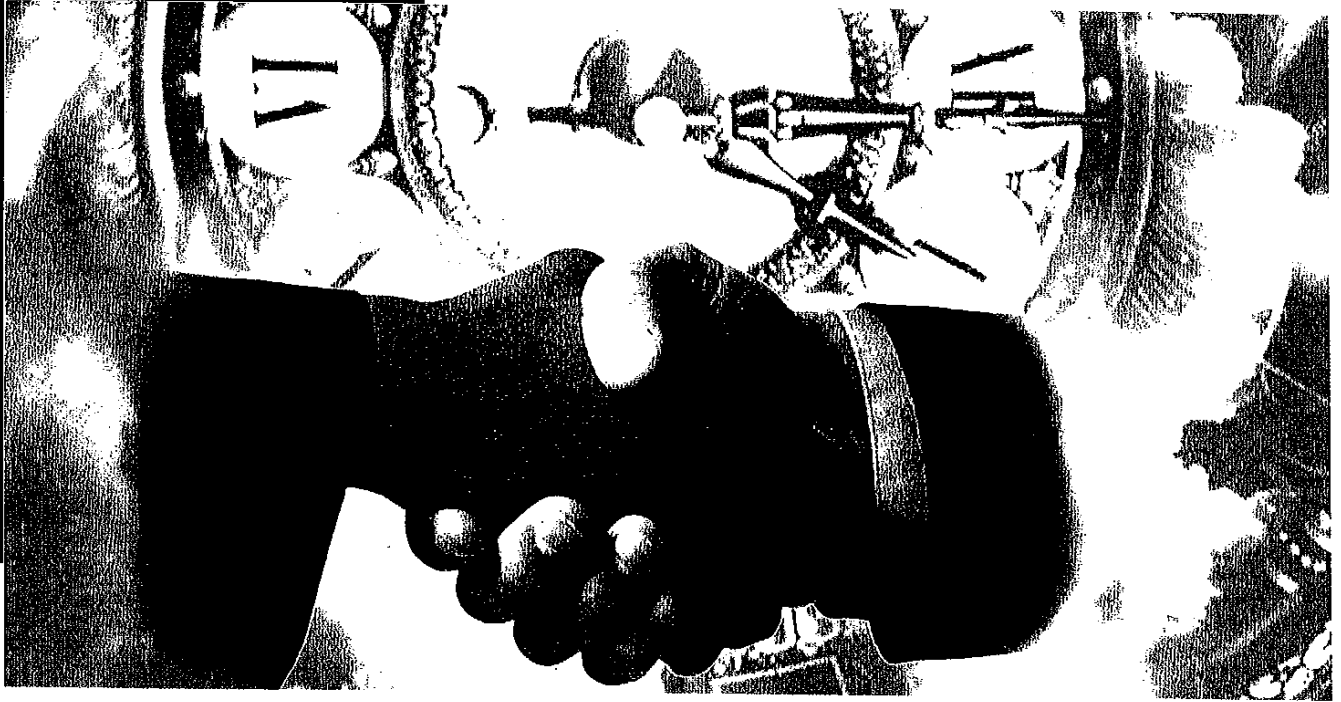
Spencon has continued to experience phenomenal expansion as a result of organic growth as well as venture capital injection and is now expanding its presence into new markets. Future growth will be driven by a resurgence of infrastructural spend in Africa.

The company's economic goals tie in with our responsible approach to customers, our employees and the community at large. As a major player in creating the quality of life and regional development, Spencon aims to set an example in the conduct of its business.





## CONTINUOUS IMPROVEMENT



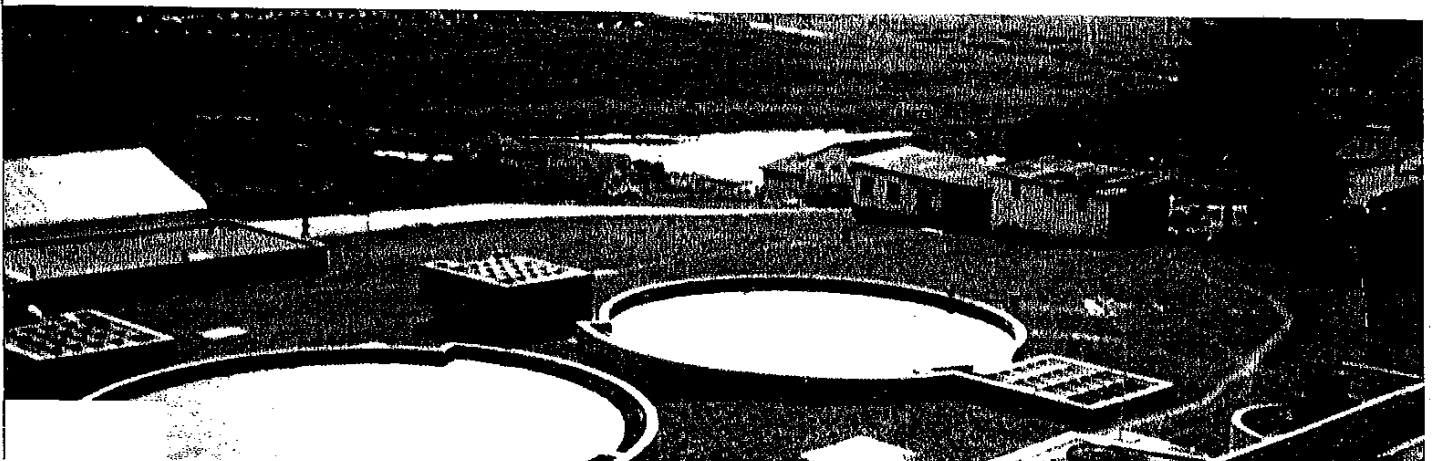
A philosophy of continuous improvement is the foundation of Spencon strategy, aimed at creating stakeholder value through the realisation of quality processes. Construction industry is currently undergoing change in the way it relates to the client, environment, safety and compliance.

Spencon is committed to provide service to its clients and has availed resources and programmes to ensure that timeliness, cost, quality, client orientation, communication skills and response to complaints or queries are dealt in a systematic manner as provided by corporate processes.

As a function of quality services to its clients, Spencon is committed to safety, health and environment at all its work places. Spencon has adopted international standards of quality management and customer care.

Spencon is committed to the principles of continuous improvement of its processes and assurance of quality. These initiatives will ensure that Spencon remains globally competitive and differentiated from competition.

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HOME HISTORY AFFILIATES PROFILE ABOUT US CAREERS

**ROKO** CONSTRUCTION LIMITED  
SINCE 1969  
ISO 9001:2000 certified

Sunday, May 10, 2009.

Welcome to ROKO Construction Limited

About ROKO Construction



Chairman

ROKO is a construction company in Uganda. It also operates in other countries like Congo, Rwanda, and Sudan.

It is self-sufficient in the majority construction disciplines, its other services include aluminum fabrication, metal fabrication & welding, carpentry and joinery, shuttering and scaffolding, mechanical works and electrical works.

I hope that one day you will be our client. You will not regret it whether you will engage us in Construction or as the performance of Roko Technical Services.  
[more >>>](#)

ROKO References

Some of the projects done by ROKO Construction Limited.

- AMERICAN EMBASSY »
- BAT »
- BANK OF UGANDA »
- CELTEL CELLULAR »
- CENTURY BOTTLING »
- COOPER MOTORS »
- CRESTED TOWERS »
- DANISH EMBASSY »
- EADB »
- EXTELCOM »
- MIN OF FINANCE »
- KABAKA'S PALACE »
- METRO UGANDA »
- NAKAWA INSTITUTE »
- NSSF »
- STANBIC BANK »
- RWENZORI PROPERTIES »
- UNILEVER »

Contact Us

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Fax: + 256 (0)414 567784

News at ROKO Construction!

CAREERS

**ROKO Careers:** There are available opportunities in ROKO in the following fields: Interior Design, Architecture, Planning, Quantity Survey, Carpentry, Plumbing, Civil, Mechanical, and Electrical Engineering. [more >>>](#)



**NSSF Project:** Roko Construction has won another great contract to construct a modern commercial complex for NSSF. The contract was signed on 1st April 2008. [more >>>](#)



**MAPERA House:** Roko Construction won the contract, among the selected leading construction firms in the country through a competitive bidding. The contract was signed on 5th September 2007. [more >>>](#)



**SERENA RWANDA:** ROKO Construction won a contract to renovate and extend the former intercontinental Hotel Kigali to Serena standards. This is an effort to step-up and widen their services in Rwanda. [more >>>](#)



**URA Awards ROKO:** Uganda Revenue Authority (URA) awarded ROKO Construction Ltd an award of recognition as the most complaint taxpayer for the financial year of 2006/07 under the construction sector. [more >>>](#)



**SUDAN Project:** ROKO Sudan at work on the rehabilitation of the southern Sudan government ministries' offices. The contract was signed between the region's acting minister for lands, housing and utilities, Rebecca Demals, and ROKO's chairman, Rainer Koehler, in Juba. [more >>>](#)

Services Offered

The company is self-sufficient in construction projects and provides employment for an average of 1800 people, placing great emphasis on training its technicians and craftsmen to produce an exceptionally high standard of workmanship. Materials are produced locally and from the Preferential Trade Area wherever possible, and imports are facilitated by ROKO's association with the SAI Trading Company in Europe. Other services offered include:



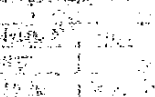
Aluminium Fabrication Workshop

We make aluminum windows and door frames, as well as curtain walling and claddings, for ROKO construction projects and other external projects. [more >>>](#)



CAD

We do detailed designs for buildings to be built by ROKO construction and even for outside clients, we also make as-built designs for ROKO built projects. [more >>>](#)



**Carpentry and Joinery Workshop**  
The Carpentry and Joinery Workshop



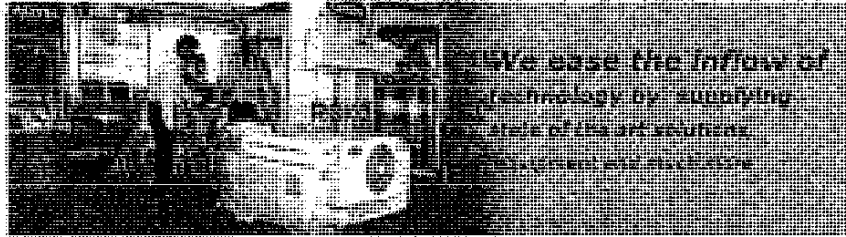
AFFILIATES

ROKO has gained the trust and respect in other communities, like Congo, Rwanda, and Sudan:

- ROKO CONGO Construction projects
- ROKO RWANDA Construction projects
- ROKO SUDAN Construction projects
- ROKO TECHNICAL SERVICES Technical services

VIEW PROJECT PHOTO GALLERY

**ROKO** TECHNICAL SERVICES  
SINCE 1979  
ISO 9001:2000 certified



**ROKO Technical Services (RTS)**

We procure, on our clients' behalf products including light & heavy industrial equipment, industrial chemicals, air conditioners, escalators and elevators, Communication and IT equipment.  
**more >>**

**Welcome to ROKO Technical Services**



ROKO Technical Services (RTS) was founded in 1979 as procurement and trading division of reknown ROKO Construction Limited. ROKO Technical Services large product and service range includes Communication and IT equipment, Construction, Agricultural and Industrial Equipment, Airconditioning and Elevators & Escalators.

ROKO Technical Services possesses a highly experienced sales and technical staff with vast experience in their market fields. The sales staff are responsible for maintaining high level of rapport with clients, sales carry out market research, product planning, trade shows and sales promotion activities while specialized technical personnel to give support to all products supplied.

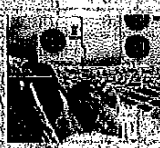
For anyone considering doing business in Uganda, think of ROKO Technical Services, your technical service provider.

**Contact Us**



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ROKO Town Centre,  
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+ 256 (0)31 262109/8,  
Fax: + 256 (0)414 347131  
E-mail: [rts@roko.co.ug](mailto:rts@roko.co.ug)

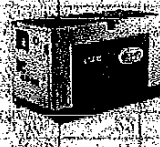
**SERVICES OFFERED :**



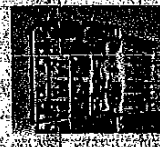
**Air Conditioning**  
RTS is an authorised dealer of West Point Air Conditioning systems in Uganda. RTS with its international partners has amassed vast knowledge  
**read more >>**



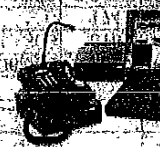
**Elevators & Escalators**  
RTS is the sole distributor of schindler elevators and escalators that will keep you going and growing.  
**read more >>**



**Energy Solutions**  
RTS energy solutions include; MGE UPS systems, APC BACK-UPS, Inverters and Generator in various brands and models  
**read more >>**



**Equipment**  
Prominent water treatment and filtration system is the state-of-art technology that ROKO is proud to introduce to the Ugandan market.  
**read more >>**



**ICT Solutions**  
RTS Computer Division is a total solution based IT division with an unmatched reputation for integrity and reliability in Uganda's IT Sector.  
**read more >>**



**News Highlights**

**ROKO training Aga Khan students!**  
ROKO Technical Services with a belief of giving back to the community was able to take up three students from Aga Khan for Industrial  
**read more >>**

**RTS has done it again!**  
ROKO Technical Services has emerged the winner again for AITEC Exhibition. AITEC UGANDA exhibition 2007, which was held at Hotel Africana from 30th May - 1st June 2007  
**read more >>**

**RTS emerges best AITEC exhibitor**  
ROKO Technical Services products made it possible for it to merge out as the best exhibitor of AITEC UGANDA exhibition 2006, which was held at Kampala Sheraton Hotel from 12 July - Friday 14 July 2006  
**read more >>**

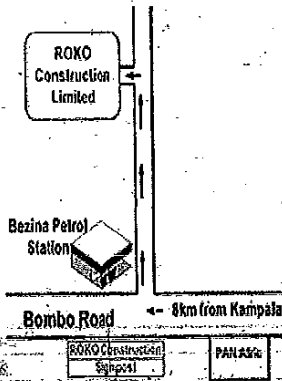
**ROKO Cocktail Party**  
ROKO Construction Limited together with ROKO Technical Services hosted a cocktail party for their clients and lauched the company website.  
**read more >>**

**Product Brands & Partners**

- Carrier - Air conditioners
- Codan - HF communication
- Compair - Compressors
- Dell - Computer hardware
- Dolmar - Agricultural equipment
- Q-mac - HF communications
- Harvey - Roofing materials
- HP - Printers & scanners
- MGE - UPS power backup
- Motorola - VHF communication

E-mail: [roko@roko.co.ug](mailto:roko@roko.co.ug)

Click for a larger view



Is equipped with modern wood working machinery and timber drying and curing kiln. [more >>](#)



**Electrical and Plumbing**  
We are fully qualified staff and equipped with modern tools to install systems for both domestic and industrial projects. [more >>](#)



**Mechanical Workshop**  
The mechanical workshop comprises of facilities of machine room, engine room, electrical works and panel beating. Staffed by 40 employees. [more >>](#)



**Metal Fabrication & Welding**  
The Metal Fabrication and Welding Workshop specialises in all aspects of Steel Structures, Tank Construction and Industrial Piping, etc. [more >>](#)



**Pre-Cast Concrete Division**  
The Division produces a variety of pre-cast products to stringent quality criteria. The products include solid/hollow blocks of various sizes, paving stones, road curbs and channel ducts for more. [more >>](#)



**Quarry**  
Supports all activities of construction in and around Kampala. We have the capacity to produce a minimum of 500Mt of aggregates of quarry dust a day. [more >>](#)



**ROKO Technical Services (RTS)** is a division of ROKO Construction Limited. RTS was founded in 1979 and is the procurement and trading division of the company. [more >>](#)



**Shuttering and Scaffolding**  
The Shuttering and Scaffolding section supports all Construction and Civil works of the Company by the provision of shuttering and scaffolding materials to relevant projects. [more >>](#)



**Quantity Surveying**  
We are responsible for preparation and submission of tenders, and for providing Internal Quantity Survey services. [more >>](#)

[Home](#) | [Company Profile](#) | [ROKO Workshops](#) | [Carpentry](#) | [Pre-cast Concrete](#) | [Quarry](#)

[Storage](#) | [Shuttering & Scaffolding](#) | [Contact Us](#) | [Staff Mail](#) | [Sitemap](#)

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**Customer: M/s. Fukunaga Architects – Engineers**  
 c/o JICA

**Attention to: Mr. Norio Shimomura, Mr. Masaaki Kobayashi**

## JUBA TARIFF

Mombasa 10<sup>th</sup> April, 2009

Rates for containers through Mombasa Port

to FOT JUBA Southern Sudan

Gross weights indicated are including Containers Tare

Mode of Service	Gross weight Include Container Weight	Tariff FOT JUBA in US\$			
		Shipping Line Containers		Shippers owned Containers	
		20'	40'	20'	40'
Ocean freight from:					
Transport by Road	13,5 t	5050		4850	
	15 t	5400		5200	
	26 t	9300		9100	
	27 t	N/A	9800	N/A	9350
Transport by Rail/Road via MLB	22 t	6500	N/A	6300	N/A
Border clearance in South Sudan Excluding Duties/Taxes	per Ctn	200	300	200	300

## Including

Mombasa Port Charges as per KPA Tariff March 2008

- Shore handling, Wharfage, Agency/Bond fee, Verification, Handling Malaba/Kampala, Transport to FOT Juba
- Free time for destination clearance / offloading 2 working days
- Free time for border clearance 1 working day

Additional days will attract Container demurrage + Truck detention

## Excluding

- VDS, in transit charges and other Shipping line/Agents fees
- Safmarine / Messina additional US\$ 250,- per TEU for local charges
- H&H on separately request only
- Dangerous / Hazardous cargo surcharges
- Destination handling charges and delay destination clearance / offloading
- Additional Port charges and container demurrage due late receipt or inadequate documentation, being provided at our Mombasa office at least 5 working days prior vessel arrival.
- Truck detention due to incorrect import documentation / offloading delays
- Container demurrage of US\$ 20,-/Day per TEU + Truck detention US\$ 250,-/Day
- Insurance (shipper or consignee must implement all risk insurance through to destination)

## Documents required for Transit clearing in Mombasa and Kampala in English are as below:

- Original Bill of Lading (issued by shipping line) x 3-duly signed and stamped on reverse side
- Suppliers invoice and Packing list
- Certificate of Origin
- Certificate of Exemption of duties and taxes (MFA 1 Form) if applicable
- Phone contact and physical address to Consignee

Payment Terms: 100% prior to despatch of cargo in Mombasa

Validity: Until 30.04.2009. After this date we have to re-confirm our offer.

**Important Note:**

Interfreight has been informed that the Ministry of Commerce, GOSS - Kaya office are insisting on a exemption from the Ministry of Commerce GOSS Juba for all exempted cargo. There is no notification received till date.

Tariffs in this proposal are quoted in US Dollars and are fixed rates till above validity date, however subject to changes of Port Charges and major fluctuation of fuel price and currency exchange rate.

With best regards

INTERFREIGHT CORPORATION

**Terms and Conditions:** All and any business undertaken, including any advice, information or service provided whether gratuitously or not, is transacted subject to our current Trading Conditions (full text on application).

**Insurance:** No insurance will be effected except upon express instructions given in writing by the Customer and all insurances effected by the Company are subject to the usual exceptions and conditions of the policies of the Insurance company or underwriter taking the risk.



**KCB**

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## **KCB SUDAN**

## **Tariff Guide**

新刊  
4-263

Customer 1% value                   **Min.** SDG40 (USD 20)  
   **Max.** SDG 300 (USD 150)

Non Customer, 2% of value **Min.** SDG 80 (USD 40)  
   **Max.** SDG 600 (USD 300)

c) Bankers Cheques SDG 60 (\$30.0) per cheque

**a) Foreign remittances**

a. Swift/ Drafts/ TTS

- Inwards-Customers:- 1% of value   **Min.** SDG 70 (USD 35)  
   **Max.** SDG 1500 (USD 750)
- Inwards-Non-customers: – 2%       **Min.** SDG 90 (USD 45)  
   **Max.** SDG1800 (USD 900)
- Outwards-Customers:
  - From **USD Account** : 1%             **Min.**SDG 70 (USD 35)
  - From **SDG Account** :1.25%       **Min.** SDG 70 (USD35 )
- Outwards-Non-Customers: 2%       **Min.** SDG 90 (USD 45)

**Plus** swift charges USD 35. (For all **outward** TTS)

- **NB:** Small remittances to Kenya up to USD 750= (KES 50,000=)  
commission USD \$20= or KES 1,500=

**Internal accounts transfers within the same branch**

- Between local currency accounts - SDG 6 (\$3.0)

**5) STANDING ORDERS.**

- Set-up: SDG 30 (\$15.0)
- Amendment: SDG 15 (\$7.0)
- Processing to KCB(S) Branches: SDG 15 (\$7.0)
- To other Banks: 1% **Min** SDG 30 (\$15.0) **Max** 500 plus BOSS charges
- Stop payment: SDG 40 (\$20.0) per item
- Cancellation SDG 14 (\$7.0)

**6) SALARY PROCESSING**

SDG 14 (\$7.0) per entry in-house.

**7) WESTERN UNION MONEY TRANSFER**

TBA when in operation



- v. Account Closure - SDG 30 (\$15.0)
- vi. Certificate of balance - SDG 30 (\$15.0)

**9) FOREIGN CURRENCY ACCOUNTS**

**a. Opening Balance**

- i. Personal - USD 200
- ii. Business - USD 500

**b. Ledger Fees**

- i. USD 2 per entry, min. \$ 20 per month

**c. Closing account**

- i. USD 20 plus ledger Fees

**10) Term deposit Accounts- local currency**

Rates to be advised when applicable

**11) Foreign Currency term Deposit Accounts**

Rates to be advised when applicable and appropriate

**12) Trade finance / Corporate /treasury Services**

**Letters of credit:**

<b><u>Import letters of credit:</u></b>	<b>Sudan</b>	<b>Future amendments/Review</b>
<b>Issuance</b>	2.0% per Qtr	
<b>Usance</b>	2.0% per Qtr	
<b>Retirements</b>	1.0%	
<b>Amendments</b>	SDG 60 (\$ 30)	
<b><u>Export letters of credit:</u></b>		
<b>Advising</b>	SDG 160 (\$ 80) non customers SDG 80 (\$ 40) customers	
<b>Confirmation</b>	2% non customers 2% customers (min SDG 400 (\$200))	
<b>Discounting</b>	2%	
<b><u>Documentary Collections</u></b>	Retirement 1.0% Min SDG 100 (\$50) Max SDG 800 (\$400) Non customer 1.5%	
<b><u>Release commission</u></b>	SDG 60(\$ 30) non customer SDG 75=	
<b><u>Past due commission</u></b>	After due date SDG 60(\$ 30) non customer SDG 75=	
<b><u>Swift charges</u></b>	SDG 180(\$90) non customer SDG 210=	

	reviews 2% p.a Temporary facilities 3% p.a	
<b>15) Safe custody</b>	Small item SDG 100 (\$50) Large item SDG 200 (\$ 100) half yearly	
<b>16) Bills Discount:</b>		
Sight Bills	Discount for 2 days at current interest. rate min SDG 30 (\$ 15)	
usance	Discount to due date at current interest rate min SDG 30 (\$15)	
Sight	Discount 14 days transit period at current interest rate min SDG30 (\$15)	

<b>KCB BANK ACCOUNTS - SDG</b>	<b>0 to under 5,000</b>	<b>5,000 and above</b>
	0.00% p.a.	0.75% p.a.
<b>KCB BANK ACCOUNT FCY – USD</b>	<b>0 to under 2,000</b>	<b>2,000 and above</b>
	0.00% p.a.	3 months libor rate – 1.5% Currently 0.50% p.a.
<b>KCB BANK ACCOUNT FCY - GBP</b>	<b>0 to under 2,000</b>	<b>2,000 and above</b>
	0.00% p.a.	3 months libor rate – 2% currently 0.5 % p.a.
<b>KCB BANK ACCOUNT FCY - EUR</b>	<b>0 to under 2,000</b>	<b>2,000 and above</b>
	0.00% p.a.	3 months libor rate – 2% currently 0.5 % p.a.
<b>KCB SIMBA SAVINGS ACCOUNT - SDG</b>	<b>All balances</b> 2.00% p.a. on monthly minimum balances applied once a year	
<b>KCB SIMBA SAVINGS ACCOUNT FCY – USD</b>	<b>All balances</b> 3 months libor rate –1.5 % currently 0.5%	
	<b>All balances</b> 3 months libor rate – 2 % currently 0.5%	
<b>KCB SIMBA SAVINGS ACCOUNT FCY – GBP</b>	<b>All balances</b> 3 months libor rate – 2 % currently 0.5%	
	<b>All balances</b> 3 months libor rate – 2 % currently 0.5%	
<b>KCB SIMBA SAVINGS ACCOUNT FCY – EUR</b>	<b>All balances</b> 3 months libor rate – 2 % currently 0.5%	
	<b>All balances</b> 3 months libor rate – 2 % currently 0.5%	