



Soko Business Hub

SOKO BUSINESS HUB

Company profile

www.sokobusinesshub.com



Soko Business Hub

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Soko Business Hub

Background

Introduction

SOKO BUSINESS HUB is a business and management consultancy with key expertise in Logistics, Real Estate, private equity, Supply Chain, Business Consultancy, Health Consultancy, Local Government, Social Care Consultancy, Buying and Selling of Gold and diamonds.

Having been established in 1999, we like to think that this entrepreneurial spirit continues to be one of the defining features of our offices, reflected not only in the work we do, but also in the people we hire, whatever their level.

About Soko Business Hub

Decade-long relationships maintaining strong client relationships is a top priority, and we're extremely proud of the longevity we have had with the majority of our client base.

- 61% of our clients have partnered with us for more than 10 years
- 18% have been with us for more than 15 years
- Several clients joined us at the beginning – more than 18 years ago

See how we've grown into close to a billion dollar global enterprise.

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Mission

Our mission is to create real, tangible wealth by providing the channel through which investors access and build extraordinary enterprises. We strive to attain this as a company, societies and individuals.

How we do:

With a vast number of miners in the Democratic Republic of Congo, who use open pit and underground operations for mining. Soko is highly committed to safety, employee wellbeing and protection of the environment.

We develop insights clients act on

So, what do we do? In line, we work with ambitious management teams to make companies more valuable.

Our people share a passion for results

Our people are what make us different. We're passionate about making a measurable impact in all we do.

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We have a lot of fun working together

We also have a lot of fun and enjoy learning from one another. We are passionate about making a great place to work.

OUR TEAM:

1. MR. HABERT MUNYAMBAZI
2. Dr .GORODO BITHINDA
3. Eng. ADAM BARUGAHARE



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Why Choose Us?

SOKO BUSINESS HUB is a team of experienced consultants who have been in senior corporate roles before becoming consultants. We really know how things work from your side of the desk, and having experienced a wide range of implementations we know not only how to effect change but how to bring the team along with it. It's about practical hands on implementation, transferring skills and doing it all in a way that makes the change stick and become part of the norm. Our goal is to deliver benefits long after we have left.

Each assignment is tailored individually to the client, their culture and needs and what exactly will work for them. We normally work in small teams, selecting the particular technical knowledge that each consultant has to build the optimum team.

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Why Work With Us?

1. Flexible levels of discretion

SOKO BUSINESS HUB management solution is bespoke to your scheme. You choose the level of discretion you would like us to take, in terms of both governance and investment implementation.

2. Guidance navigating a complex pension scheme management environment

With increased regulatory pressure on trustees, there is a need for more sophisticated investment techniques. Meanwhile, scheme sponsors are experiencing negative financial impacts, meaning the right partner can be critical in stemming the flow of spiraling costs.

3. An established history of delivering strategic advice and effective investment implementation

We have the **experience, scale and track record** to meet your scheme's needs. Through the development of bespoke Journey Planning and Dynamic De-risking strategies, we look to enable our clients to make timely decisions within a clear framework defined by **their goals**.

Our wealth of experience and scale of resource means you can benefit from our long track record in developing, delivering and managing solutions for pension schemes around the world.

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An end-to-end wealth processing and wealth management solution designed to manage evolving needs, operate seamlessly in global markets and drive efficiency throughout your business.

Our Process

SOKO BUSINESS HUB begins the process by understanding the issues and what needs to be undertaken, setting how we plan to assist and the projected benefits, in a clear and concise document. Most of our work is undertaken on a fixed price basis. Once this has been agreed together then we roll up our sleeves and assist you and your team to achieve lasting change, meeting or exceeding the strategic aims and objectives set out, and leaving you and your team skilled to continue the good improvements.



Our slogan of “**Making Strategy Happen**” is in fact a client quote itself which we felt summed us up quite well.



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Our Management – also known as implemented consulting, delegated consulting or solvency management, is an approach designed to help trustees meet their funding objectives by supporting efficient investment decisions and providing timely, expert implementation timely asset allocation decisions

- The time and freedom for trustees to focus on strategic issues
- Transparent pricing and potential cost savings. techniques.

In our Management model, funding level is constantly kept in view through regular monitoring and reporting, so when opportunities arise, you are equipped to move in line with the pre-defined goals of the scheme.

This provides a service that aims to deliver:

- The pace and agility to execute timely asset allocation decisions
- The time and freedom for trustees to focus on strategic issues
- Transparent pricing and potential cost savings

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Soko Business Hub Services

Understanding who customers are, what they want and how to deliver results

1

Customer Strategy and Marketing



SOKO BUSINESS HUB works on multiple topics within this capability, including customer insights, customer segmentation, product & category management, pricing, brand strategy & marketing effectiveness, sales & channel effectiveness, customer experience.

Defining the vision and how to get there:

The best strategies start with a deep understanding of a company’s strategic foundation and end with a clear plan for mobilizing and delivering results. Our work covers the whole capability—business unit strategy, corporate & portfolio strategy, profit from the core, Both innovation, emerging markets, sustainability, winning in a downturn as well as the CEO agenda

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<p style="text-align: center;">2</p> <p>Corporate & Business Strategy</p> 	<p>Advance Business Consultancy work closely with you as a client to maximize the performance of your business, increase revenue and greatly enhance your profitability by developing a powerful and highly effective corporate/business strategy.</p> <p>We have built a reputation of formulating innovative, forward thinking, highly impactful strategies that enable the business to grow expand, increase revenue and profitability and move ahead of the competition.</p>
	<p>Strategies from an Executive level perspective</p> <p>We work with you as a client to develop and implement an effective business strategy that results in having a clear vision, objectives, goals, deliverables and targets agreed upon.</p> <p>Your business will have total clarity on what you are aiming to achieve, where you sit in the market place, what you will continue doing well to succeed and what you may choose to do differently to improve.</p>

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Strategies from an Executive level perspective

Your business strategy will leave no stone unturned. We work with you as a client to build short, medium and long term business plans that will drive significant improvement and catapult your business ahead of your competition.

Business development, growth & continued improvement

The following points outline the areas of business development that we focus on, but as with all of our services everything is tailor made for you and your business to maximize results. Please ask yourself the following questions:

- Are you achieving the highest levels of profitability in your business?
- Are you confident that your business is currently operating in a highly efficient, effective and profitable manner?
- Do you have the correct balance of existing customers and new customers?
- Do you have effective ways of measuring all elements of your business performance?

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- Do you have effective ways of measuring all elements of your business performance?
- Do you have BI (business intelligence) reporting to regularly provide you with business critical information which you can promptly act upon?
- Are you effectively enhancing relationships with your most important/key customers?
- Are you being objective when reviewing internal process, procedure and general ways of working to ensure they are effective and fit for purpose?
- Where is your next 1, 2 and 3 years of sales coming from – do you have a strategy? What is your sales pipeline? Do you have a plan B?
- What percentage of your market do you currently occupy? Can you significantly increase it?
- Are there new markets you want to enter?
- Do you require new technology or working processes to improve the way you currently operate?
- Outsourcing business expansion can save you significant time and money. Should you consider this?

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Our Marketing Solutions & Lead Generation Tactics are designed to generate the highest quality leads and opportunities for your business.

Our ‘Pay Per Lead’ scheme provides you with 100% protection on your investment with us. You only pay once the fully qualified appointments have been generated and once the appointment goes ahead. Should for any reason the appointment does not go ahead, there is nothing to pay.

3

Procurement



SOKO BUSINESS HUB’S procurement team has wide ranging experience. Work we have undertaken includes:

- Procurement restructuring and improving complete procurement department(s)
- Centralizing Procurement function,
- Contract renegotiation
- Creating a joint procurement function for several organizations to benefit all equally.

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3

Procurement



To deliver procurement best practice and we have developed approaches that will enable you to:

- Categorize spend into strategic commodities
- Determine where budgets are spent
- Establish and deliver robust savings plans that are not “slash and burn”
- Structure procurement activities to provide a strategic service to your organization
- Enable you to make the best use of e-procurement and Procurement to Pay (P2P) systems
- Create better links to suppliers and implement proper Supplier Management.

Changing the mindset towards managing the relationships with your suppliers can be key to adding business value, creating new opportunities and avoiding conflict further down the line.

In our experience few organizations ever get past interfacing with their supply base at anything other than a transactional or contracting level.

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<p>Procurement</p>	<p>This represents a major missed opportunity, since among the multitude of suppliers with whom most organizations trade: value, innovation, efficiency, reduced cost and increased security of supply are available to those that can find it and unlock it.</p> <p>In our experience we have found that Supplier Management provides the means to select and integrate these different approaches according to how an individual supplier or a supply chain can add value to your business.</p> <p>Managing supplier relationships can really add significant value to your organization when implemented correctly. Our consultants can help you segment your suppliers and implement the correct level of the business benefit.</p>
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Sales & Marketing



Markets are continuously evolving and so are customer needs. Every day we need to critically challenge the way we engage with customers, striving for the most effective and efficient way of doing it, continuously. Critical in maximizing your success is a structured marketing plan that will allow you to reach your company's objectives. A marketing plan that is workable and allows for achievable, sales and marketing campaigns means that you are on the right path to delivering and achieving your top and bottom line goals.

Situations where our team has provided strategic insight have included new product development and launch of innovative products into markets. Introduction of products into new markets and channels.

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Sales & Marketing

Product rebranding and repositioning for existing markets (utilizing the same or different routes) and also, for entry into new markets.

We have provided support in a varied number of industries that range from health care to fresh produce, telecoms and others.

We are here to provide you with a tailor-made framework, in order for your business to overcome your sales and marketing challenges and achieve success.



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Private Equity Portfolio.

Our Private Equity Portfolio's focus is to unlock the true earning potential of our underlying investee companies and in the process maximize business valuation at exit. This is achieved through driving value addition in investee companies by working closely with management teams to define and drive business strategy, supporting business development and fundraising efforts by leveraging Soko's networks and subsidiaries, utilizing synergies between portfolio companies and forging strategic partnerships both at operational and shareholder level.

Investments under this segment include the beverage, publishing, financial services and utilities businesses. Efficient monetization of mature assets allows re-investment and leverage. Legacy dividend paying unlisted assets are included in this portfolio.

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Real Estate



Our objective within the Real Estate sector is to develop new urban nodes across the East African region that represent investment grade assets of scale. We seek to master plan attractive sites across the region and provide commercial impetus for investors to establish city shifting developments. Our real estate development cycle consists of 5 main gates of value creation; Feasibility Business Case, Concept Business Case, Market Validation, Pre-construction and Construction.

Market validation, an important phase within the stage-gate process, allows us to validate the business assumptions from the potential market and potential investors and fundraise with a target structure of 70% to 30%. All projects are required to meet the hurdle rate of 25% before proceeding to pre-construction.



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Integrated Approach



Our principle is that any change of significance is best thought about in a holistic way. For us an Integrated Approach means:

1. Leading change involves engagement from the top AND active participation from those involved or impacted.
2. The objectives of change should be to deliver beneficial outcomes as well as to develop capabilities for the future.
3. The focus of the change programme must consider people and culture as well as processes, systems and structure.

SOKO BUSINESS HUB considers the role to be one of supporting and empowering all those involved, working with leaders, teams and individuals and using our expertise and experience to help you to design and then implement a change process that works for you

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Diamond



At our local miners sites which stretches 20 Km, They mine diamond and is sold by the carat [shown as ct] which is actually a unit of weight, though most think of a carat in terms of size. The word “carat” comes from the “carob” seed, the original unit of measure for diamond traders. Today, a carat is equal to exactly the weight of a paper clip]. Carat weight is unrelated to the similar sounding karat, which refers to gold’s purity.

Two diamonds of equal carat weight can have very different costs based on other factors such as cut color and clarity]. In understanding the importance of carat weight, know the partner. If the recipient’s heart is set on a certain size diamond, then carat weight will probably be the most important factor in your search until the desired size is attained. At that point, other criteria will take on more.

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9

Gold



From our local miners in DRC, we do extract gold and refine gold which is the most famous of all precious metals. Widely sought after throughout the world for both its investment qualities and industrial properties. Gold has traditionally served three functions: as a monetary instrument, a financial asset, and a raw material mostly used in jewelry and decorative objects. As an investment, gold is usually viewed as a financial asset that maintains its value during times of political, social or economic distress. In this way, gold provides individual and institutional investors alike with a portfolio safety net against sharp downward spikes in complementary assets such as stocks and bonds, significant rises in inflation, and volatile currency exchange rates.

Today, gold continues to a significant portion of the international reserve assets for most national central banks. Because of its value as a currency and historical monetary role, investment demand has played a significantly larger role than market fundamentals in determining the price of gold.

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Gold Refinery

Gold refinery is a process used to extract and separate Gold in mined material, doré, and from recycled products .

When Gold has just been mined from the ground, it comes with a lot of dust and other impurities which have to be removed off to remain with the real Gold.

Soko Business Hub is one of. Uganda Gold refining companies and has been in existence for over 15 years.

METHODS USED IN UGANDA GOLD REFINERY

The two Uganda gold refining methods most commonly employed to derive pure gold are: the Miller process and the Wohlwill process.

GOLD REFINERY USING MILLER PROCESS: The Miller process uses gaseous chlorine to extract impurities when gold is at melting point; impurities separate into a layer on the surface of the molten purified gold. The Miller process is rapid and simple, but it produces gold of only about 99.5 percent purity.

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GOLD REFINERY USING WOHLWILL:

The Wohlwill process increases purity to about 99.99 percent by electrolysis. In this process, a casting of impure gold is lowered into an electrolyte solution of hydrochloric acid and gold chloride. Under the influence of an electric current, the gold migrates to a negatively charged electrode (cathode), where it is restored to a highly pure metallic state, leaving the impurities as a separate solution or residue.

OTHER METHODS OF REFINING GOLD IN GOLD.

Refining gold with acid

The traditional method called *aqua regia* (Latin for “Royal Water”) dates back hundreds of years. This method requires the use of both nitric and hydrochloric acids. Due to the corrosive nature of nitric acid, the fumes produced by this process (nitric oxides) are very harmful. Nitric acid fumes will rust high grade stainless steel in less than 1 second of exposure.

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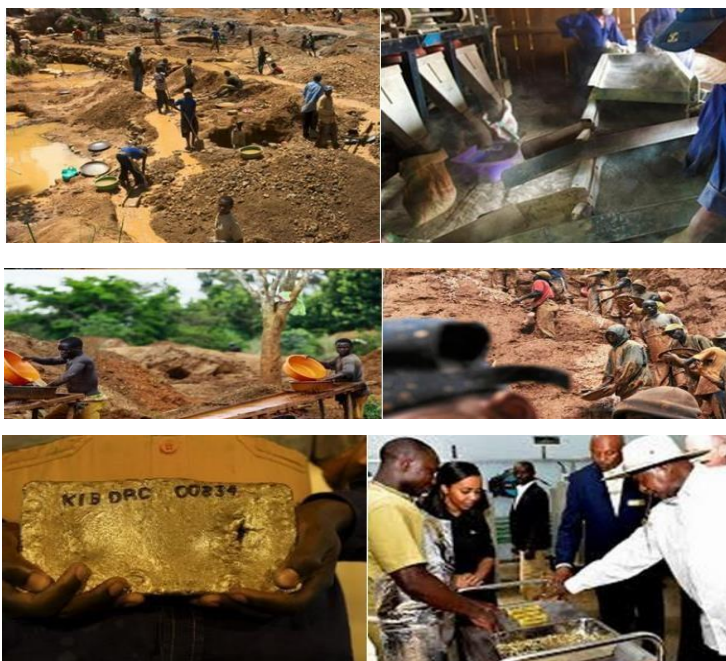


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To correct this issue, we've developed a non-corrosive, pelletized substitute for nitric acid called MX3 Concentrate. While there are still fumes when using MX3 alone, they are limited to ordinary muriatic acid (a chemical available in most paint and hardware stores) fumes. We've also developed self-contained machine for people who prefer this method: the Shor Aqua Regia Refining System. It is a sealed unit with an integrated scrubbing system to even eliminate the remaining muriatic acid fumes. Below are some of the diagrams; Ref:<http://www.sokobusinesshub.com>



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Our Projects



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