

ACCELERATOR FOR LOCAL MINING SUPPLIERS

BARRICK & BiD STRENGTHEN MALIAN BUSINESSES

A program that provides technical support to SOMILO's local suppliers to improve their management and the quality of their products and services.



An initiative of Barrick's CEO

An initiative that aims to make local companies (working in the mining sector) stronger, more competent and competitive.



A reliable partner to strengthen local businesses and make them more competitive.



1ST COHORT

12 Local companies selected

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A PROMISE KEPT



MARK BRISTOW CEO BARRICK

Dennis Mark Bristow (born on January 7, 1959) is a South African businessman, Chief Executive Officer (CEO) of Barrick Gold Corporation. He was previously the founder and CEO of Randgold Resources, which has merged with Barrick in 2018.

At the dinner that Mr. Bristow regularly holds with local partners and collaborators, He announced the support of Société Minière de Loulo (SOMILO) to its local suppliers through an Accelerator program that provides technical support to improve their management and the quality of their products and services.

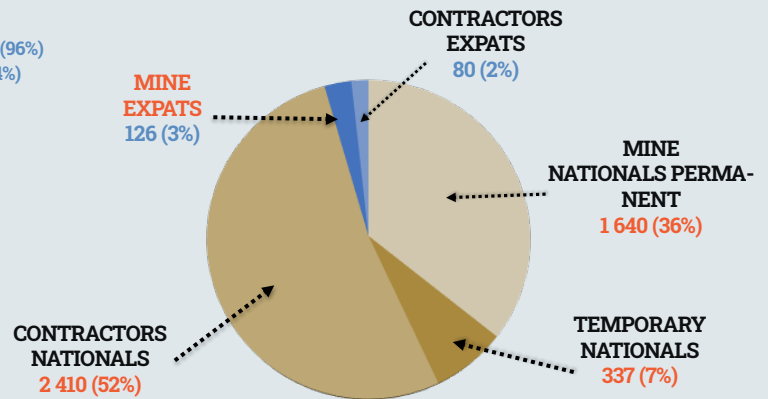


SOMILO: LOCAL CONTENT



DEVELOPMENT OF LOCAL SKILLS

TOTAL EMPLOYEES: 4 593
NATIONALS: 4 387 (96%)
EXPATS: 206 (4%)



LOCAL CONTRACTORS AND SUPPLY STRATEGY...

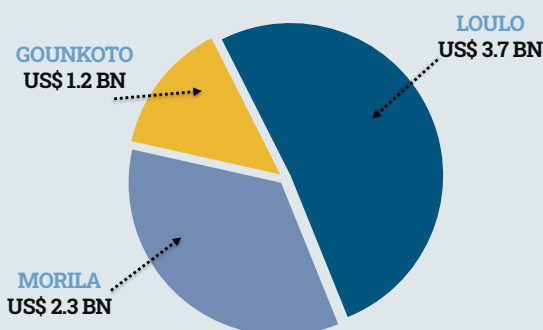
- \$313 million spent on local contractors and suppliers in 2019 (services rendered, goods and fuel supply)
- \$500K provision created for an incubation project focused on incorporating local contractors into the mining industry
 - Partnership with Malian contractors
 - Mine fuel supplied by Yara Oil
 - JV agreement reached on the limestone project
 - Camp maintenance done with local companies
 - Quick lime is currently supplied by a local company
- **Local contractor engagement on community development**
 - Participation in DK town planning
 - Local infrastructure construction - schools
 - Football tournament
 - Surrounding community employment

The development of Loulo-Gounkoto gold mines has enabled the significant development of local contractors who require engagement from both national and international companies to further their success.

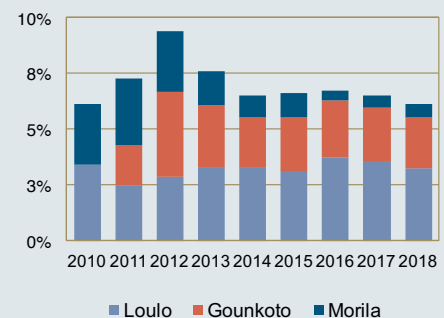
BARRICK...CONTRIBUTION TO MALI ECONOMY

Barrick/Randgold operations have contributed approximately US\$ 7.2 billion to the Malian economy in the form of taxes, royalties, salaries and payments to local suppliers in the last 23 years.

CONTRIBUTION TO MALIAN ECONOMY

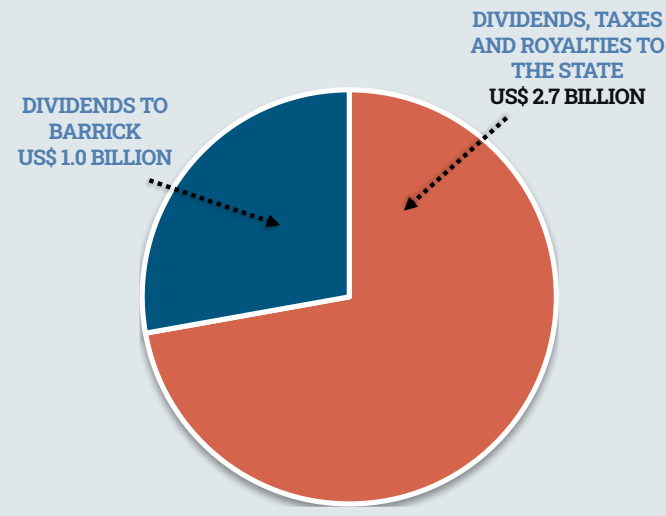


% CONTRIBUTION TO MALIAN GDP



DIVIDENDS, TAXES AND ROYALTIES PAID TO MALI...

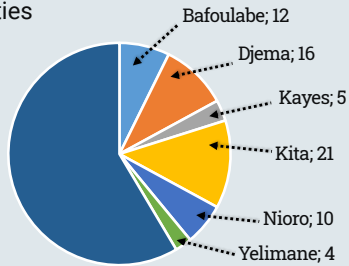
Barrick/Randgold operated mines have paid approximately US\$ 2.7 billion in the form of Dividends, Taxes and Royalties to the State over 23 years.



UPDATE OF AGRICULTURAL DEVELOPMENT

- Capital of \$2.2 million over 5 years funded by Loulo-Goukoto
- 1 center and 5 incubation farms constructed
- Co-managed with communities

STUDENTS PROVENANCE



Infrastructures (Centers)	Accommodation, classrooms, conference room, fishponds, poultry, administration, canteen
Infrastructures (incubations)	5 farms x 5ha specialized in cattle fattening, fish farming, poultry, gardening and agroforestry
Water source	2 boreholes with solar pumps
Energy source	Solar power + 1 back up generator
Staff	1 coordinator + 3 trainers + 1 accountant
Students	164
Poultry	Capacity 4000 chickens per cycle
Area	30 Ha
Investment	\$2.2 Millions in 5 years
Catering	Local company



LOULO-GOUNKOTO CSR - GOVERNANCE AND STAKEHOLDER ENGAGEMENT...

>\$11M INVESTED TO DATE; \$29.6M PATENT PAID



Potable water

- 57 boreholes and 4 water supply systems constructed
- Regular water quality analysis with annual feedback sessions held in villages
- Establishment of water management committees in villages



Health

- 5 Health center built in the communities
- Fight against malaria in local communities
- Program for the fight against HIV - increase testing of volunteers



Food Security

- 48 Agribusiness graduates installed
- 5 dams built and 2 rehabilitated
- 5 x 1ha gardens built for local women
- Annual seeds and fertilizer donation



Education

- 78 local students benefiting from the Excellence bursaries program
- 19 schools built
- School enrollment > 5,000 students against 500 before the mine opened
- 85m FCFA to improve education with WEI
- « One village - one school » target reached around our operation



AGRIBUSINESS - INSTALLED ENTREPRENEURS

- 48 entrepreneurs established
- Support from the mine – water supply system
- +212 million FCFA of credit granted
- 30 farms created
 - 5 farms of 4.9ha for plantation
 - 4 farms of 4.7ha for poultry
 - 4 farms of 5.7ha for cattle fattening
 - 14 farms of 27.8ha for gardening
 - 3 farms of 3.2ha for fish farming
- 29 in Kenieba and one at Kita





ABOUT THE ACCELERATOR

The accelerator will target Barrick's small and medium sized supplier companies that have the opportunity to improve the quality of their products and services and have an undiversified customer base. They generally have a small number of permanent employees (<50), and the owner alone undertakes most of the company's important activities (general management, marketing and business development, human resources management, etc.).

The objective of the accelerator is to provide them with technical assistance to enable them to improve the quality of their products and services and to identify and develop new business opportunities. The challenges faced by these companies that the Accelerator will seek to address include the following:



QUALITY ISSUES

Companies in this category may find it difficult to consistently provide quality products and services that meet the requirements and specifications of a company such as Barrick.



ORGANIZATIONAL CHALLENGES

Small and medium enterprises face several operational weaknesses. They have a small number of employees and the owner of the business has to fulfill multiple functions, such as business development, marketing, service delivery, human resources management, etc.... The owner of the business has to be responsible for the management of the company. Sometimes these businesses lack a basic accounting system and a separation between business and personal accounts.



RESPECT OF STANDARDS

In general, and when relevant, target companies have received training from Barrick on critical aspects of environmental and occupational safety management. However, these topics are not necessarily mastered by smaller companies, which may not have implemented appropriate processes to ensure compliance with international standards.



UNDIVERSIFIED CUSTOMER BASE

The targeted companies often have a small customer base, with a large portion of their revenues related to work done for Barrick. For example, this is the case for some companies, for which Barrick accounts for 90% of their sales.



LIMITED ACCESS TO THE FINANCING

Small and medium enterprises are generally self-financed. Some, with access to guarantees and the ability to fill out loan applications, may have benefited from loans from banks; but often the local SMEs tend to avoid borrowing money given the high interest rates.

BID

BAOBAB INTELLIGENCE & DEVELOPMENT

Data, Analytics and Strategies



MISSION

We make local businesses better, stronger, and more competitive.

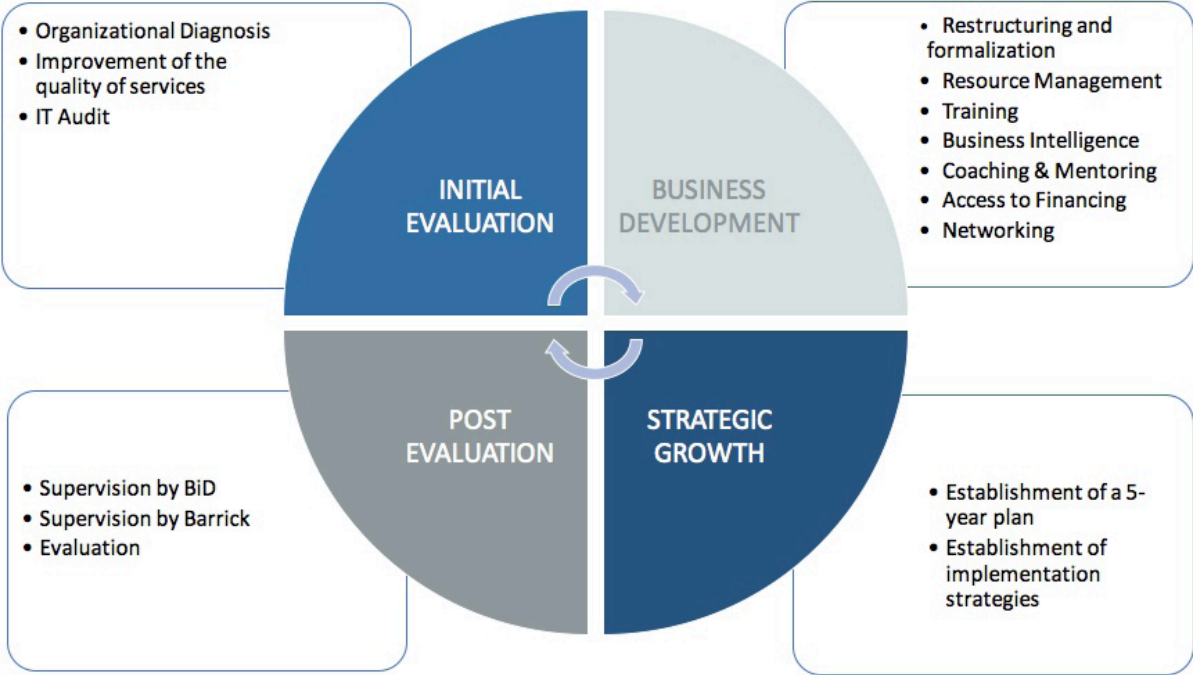
VISION

To become the catalyst for a stronger economy through local business development.

Baobab Intelligence & Development (BiD) is a private company that helps large strategic projects develop their local content. We use a data-based approach to evaluate, support growth and sustainability. We operate in multiple strategic sectors such as private sector support, development and corporate social responsibility programs, and human capital development. To ensure sustainable impacts, BiD builds on existing potentials, takes into account current knowledge and skills, and provides innovative, effective and efficient approaches.

BiD supports projects that aim to stimulate the local economy by strengthening the capacity of local businesses and stimulate their growth by increasing the level of their activities in the private and public sector. BiD provides market research that highlights new opportunities, provides tools to improve the performance of organizations, and implements monitoring and evaluation strategies to measure impact.

OUR APPROACH





STRATEGIC PARTNERSHIP

For a harmonious implementation of the program, BiD has partnered with an experienced institution, Innovative Partners Incubation (IPI), headed by Jeffrey C. Milanette as President. Mr. Milanette is an experienced executive with over 25 years of practical experience in business incubation, technology commercialization, economic development and technology entrepreneurship.

With this partnership, we are fulfilling:

- Highly experienced experts who put their skills at the service of local partners to design, develop and manage incubation programs.
- Assets and structures formulated by IPI, which has been in this field since 1986 with the aim of developing business incubation programs.
- From an organization that has worked in more than 20 countries and is known as a pioneer in the field of incubation.



MA-SUD

Sector : Construction and industrial engineering



Company description:

Société Ma-Sud (Allusion to the Southern part of Mali; in the Sikasso region) is a limited liability company (SARL) under Malian law. Originally, it was a Construction, Civil Engineering and General Trade company created in 2011 by Mr. Yeli Sissoko. The company started its activities in the rental of dump trucks during the construction of the Loulo-Goukoto road in 2009. Then in the rental of truck cranes during the extension of the electric network from Loulo to Goukoto in 2011-2012. The company's owner then decided to have his own company in order to offer quality service to his customers.

In 2015, Ma-Sud oriented its activities in electrical work such as the construction of electrical networks, HV, MV and LV cable pulling, optical fiber pulling, welding of cable trays and cable ties.

Ma-Sud owes its success to the strong collaboration and confidence established with the Loulo-Goukoto mining complex. Nowadays, Ma-Sud is expanding its competences in solar energy thanks to its participation in the cabling and the break of the solar panels at the "Loulo Solar Field Project". Ma-Sud currently employs about one hundred people, another main motivator for its CEO.



YELI SISSOKO
CEO OF MA-SUD

Manager of the company Ma-sud Sarl, he was born on June 18, 1979 in Sikasso and holds a master's degree in Socio-Anthropology from the Faculty of Letters, Languages, Arts and Human Sciences (FLASH) in 2004.

The main motivators for Ma-Sud CEO, Mr. Yeli Sissoko are to develop a sustainable company, ensuring the promotion of solar energy through the delivery of quality services.

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ARC EN TERRE

Sector: Civil engineering / Construction / Supply of mining equipment / Individuals



Company description :

Founded by Ibrahim N'Diaye in 2014, Arc En Terre Mali is a civil engineering company whose main activities are to carry out all civil engineering and construction work, more particularly, those related to mining such as drilling, construction (metallic and aggregate) development, rental of heavy machinery of quality. In addition to these main activities, ARC EN TERRE also provides specialized equipment for mines through its subsidiary called Mining Equipement Distribution.



IBRAHIM N'DIAYE
CEO OF ARC EN TERRE

Civil engineering technician, computer graphic designer and civil engineering software trainer in several institutes, Mr. N'Diaye has done several trainings to excel in his field and to manage in a professional and rigorous way the Arc En Terre company.

His greatest ambition is to expand the scope of action of Arc En Terre and bring it to practice throughout Africa and beyond. Mr. N'Diaye's goal is to make a valid contribution to the reduction of the unemployment rate.

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METALICA

Sector: Metal and Mechanical Construction - Civil Engineering and Amenities



Votre partenaire pour tous vos travaux de Constructions Métalliques



Tel : +223 20 20 74 73 +223 76 40 87 87 - metalica@orangemali.net

Company description:

"Our strength lies in our ability to respond effectively to our clients' expectations while respecting the technical, environmental and contextual standards of the projects entrusted to us". Founded in 2008, Metalica is specialized in metal & mechanical construction, civil engineering and landscaping. The company has 40 permanent employees.

The founder Mr. Mounaour was joined by Mr. Lompo in 2018, with whom he had maintained a partnership on projects of common interest.

Today Mr. Lompo is the Associate General Manager and has been managing Metalica since mid-2018. When Barrick started up in Mali, Metalica seized the opportunity to participate in the setting up of Barrick's infrastructure. Thus, Metalica has the capacity to better respond to the different requirements and needs of its customers, and build business relationships through this commendable initiative.

Regions of operation: Mali and sub-region.



MR. LOMPO ISSOUF A.K
CEO OF METALICA

Mr. Lompo has 20 years of experience in the field of building, construction, civil engineering and steel construction. Through Metalica, he has the trust of several actors, from the mining sector, diversified private sector, Para-State, and NGOs.

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AFRICAN TRADE MARKET AND SERVICES (ATMAS)

Sector : Equipment



Company description:

ATMAS Sarl is a company whose main goal is the correct supply of quality products for all activities in the mining sector.

Consequently, since its creation in 2008, ATMAS has held a place of choice among the national companies in the field of equipment supply. Thus, to date, it has in its customer list all the mining companies operating in Mali.

Mining, quarries, construction ... Various sectors, but with at least one thing in common: located on the African continent, they are faced with challenges of supplying their products without any interruption, while facing logistical challenges of transportation to remote and often difficult to access locations.

“This is where we come in for our customers: ‘sourcing’ the products, buying them, transporting them first to us and storing them, then sending them, inspected and controlled, to their destination or even to the site. If necessary, we even manage the consignment stock for you. We have been doing this for more than 8 years”.



SOULEYMANE BATHILY
CEO OF ATMAS

Mr. Souleymane Bathily is a trained professional from the Ecole Supérieure de Commerce et de Management (ESCEM).

Over the years, Mr. Bathily has acquired a solid experience in the supply of equipment through the following career path:

- Merchandiser at Philip Morris International (February 2000 - January 2004),
- Sales Service Manager at Wamss (March 2004 - December 2007),
- Sourcing specialist at ATMAS (May 2008 - December 2011),
- CEO & Sourcing specialist at ATMAS (Since January 2018).

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ENTREPRISE TRAORE ET FRERES

Sector : Service Delivery



Company description :



Aguibou Traore started as a vehicle mechanic - maintaining trucks and other equipment - transmission oil, compressors, and managing a workshop. He created ETEF to create jobs for his fellow citizens and "work with the right people". The company was officially created in 2010. With 170 employees, ETEF focuses on personnel qualification to provide quality service, hence the existence of an on-site training room.



AGUIBOU TRAORE
CEO OF ENTREPRISE TRAORE ET FRERES

Aguibou Traore is a Malian entrepreneur born around 1980 in Sikasso, and is the founder of Entreprise Traore et Freres since February 2007. He has a rich background in the field:

- From May 1997 to December 1997 he was a junior mechanic at the SYAMA gold mine,
- From January 1998 to December 1998 he was a junior mechanic,
- From December 1999 to December 2002 senior mechanic and garage manager at Morila Randgold mine,
- From January 2003 to January 2005 garage foreman for operations,
- From January 2005 to January 2006 garage foreman at Loulou Bcm gold mine,
- From February 2006 to January 2007 garage foreman at loulou manutention gold mine,
- Currently general manager of ETEF since 2010.

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PROSLABS

Sector : Laboratory Analyses



Company description :

Founded in 2012, PROSLABS Microbio Consulting is a private analytical laboratory accredited ISO 17025 version 2017 and at the forefront of technology. Resolutely committed to quality management according to international standards and with a highly qualified and experienced staff, PROSLABS offers services in analytical fields as varied as:

- Mineralogy,
- Water (drinking, waste, agricultural...).
- Food,
- Hydrocarbons and lubricants...

PROSLABS also offers calibration services, verification of measuring instruments and consulting engineering for water treatment.



ISSIAKA BA
CEO OF PROSLABS

Issiaka Ba, Biochemical Engineer, is the CEO and founder of PROSLABS. He founded the company at the age of 28 years old, after a short stay at the National Water Laboratory.

He has notably contributed to:

- The environmental follow-up of the construction of the Felou Dam for the World Bank through the company ARTELIA-SOGEM
- The upgrading of several mineral water companies in Mali (Diago; Kirene, Kati, OASIS...)

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MANDE SARL

Sector : local purchasing center specialized in mines and industries



Company description :



At the end of 2010, Mr. Diarra Seydou created Mande Sarl, whose main goal is to be a local purchasing center for mining operators in Mali and a supplier of services to small entrepreneurs based in Mali.

He started with professional laundry, then spare parts and is currently on mining drilling products, including drilling fluids, PEPs, irons and PVC. The company's activities are carried out by appropriate staff and logistics experts. Finally, in addition to the activities mentioned above, the company is the exclusive distributor of several foreign brands and has suppliers in several countries such as Turkey, Czech Republic and Australia. Since 2010, Mande Sarl is a listed supplier of Afrilog.

Other regions (Subsidiaries): Ivory Coast, Mauritania
Other regions (Representations): Senegal, Guinea



SEYDOU DIARRA
CEO OF MANDE SARL

Seydou Diarra is the founding manager of Mande Sarl. He is 33 years old and is a graduate of SupdeCo - Marrakech Business School in Morocco. Early in his career, he was forced to accept an employment for 02 years in a tax consultancy firm. The time he spent in that office has allowed him to focus more on the mining, industrial and cotton growing sector. In 2008, he created his first company, a company specialized in marketing and communication consulting.

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PHARMACIE DJEMA

Sector: Pharmaceutical and Medical



PHARMACIE DJEMA
 Immeuble Mme BERTHE
 Faladié Socoura
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Company description :

Pharmacy Djema, founded in 1995, is a pharmacy selling medicines and similar products in Bamako. Pharmacy Djema buys its products from the four wholesalers present in Mali.

Some key points about the company:

- It has been a privileged supplier of Barrick's two medical clinics (Loulo and Goukoto) for the past twenty years,
- It has the capacity to import non-generic drugs from France at short lead time (less than three days),
- It is a team of ten including the managing director, Dr. Daff.



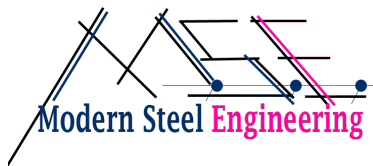
DR. DAFF
CEO OF PHARMACIE DJEMA

Dr. Daff is the managing director and founder of Pharmacy Djema, and a state-certified pharmacist. He is a Doctor of Pharmacy with over 30 years of experience in the field. After his debut at IOTA Pharmacy, Dr. Daff was the Manager of FALADIE Pharmacy from 1991 to 2000.

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MODERN STEEL ENGINEERING (MSE)

Sector : Metallurgy and infrastructure



Company description :

MSE is a metallurgy and infrastructure construction company specialized in welded mechanics and electromechanics: "For more than 10 years, we have been manufacturing and installing works for our clients in the mining sector, the most important of which are: crushers, workshops, sheds, tanks, thickeners, power plants, cabling, treatment plants, pumping systems, maintenance of mechanically welded works.

Thanks to partnerships with companies in India, we are now able to provide turnkey plant services, always with the firm intention of capitalizing on our local resources."



CHEICK OUMAR COULIBALY
CEO OF MSE

Founder of the company MSE, Cheick Oumar Coulibaly obtained his baccalaureate in Mali in 1995 with the first national award. He joined France as a scholarship holder of excellence from Mali after having done the prep math classes in Morocco. In France, he simultaneously studied engineering and a DESS in Management and Business Administration. In 2007, Mr. Coulibaly decided to come back to Mali to work in two core business areas: mechanical/electrical engineering and computer engineering, focusing respectively on the mining and health sectors.

He remains convinced that the economic development of Mali will require the development of production capacities and entrepreneurship among Malians in general and among young people in particular. He asserts that it is imperative to develop local know-how, and he intends to contribute to this mission through his activities.

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GIE LES AMIS DE LA NATURE

Sector : Environment



Company description :

The main activities of the company are as follows:

- Commercialization of plant seeds, phytosanitary, forestry and horticultural products.
- Production and commercialization of seedlings.
- Training of farmers' organizations.
- Sanitation & Development of green spaces.
- Advice on nature conservation.

Other regions: All regions of Mali



COULIBALY PAUL
CEO OF GIE LES AMIS DE LA NATURE

Paul Coulibaly, expert in Forestry Nursery is the founder of the GIE Les Amis De La Nature. He is an engineer of Water and Forests, Botanist. He obtained his first Diploma in Forestry in 1989 at the Centre de Formation Pratique Forestier de Tabakoro, then at the Institut Polytechnique Rural de Formation et de Recherche Appliqué (IPR.IFRA) of Katibougou and Mandé Bukari University. He gave courses in Forestry, Dendrology, Botany at the Institut de Formation Agropastorale (IFAB) of Bamako and at the Centre de Formation Pratique Forestier (CFPF) of Tabakoro; He also gave courses in Botany and Phytotherapy at the health school: Santé Plus.

In 2004, the nursery was set up as GIE les Amis de La Nature. In 2008 he became Botanist and then Chief Botanist for the development of the National Park of Mali, where he gained a lot of experience. From 2012 he started his own business of plant production, seed commercialization and development of green spaces, which brought him to Gounkoto and then Loulo and continues to help him develop his activities with SOMILO.

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VIDANGE SAMAKE

Sector : Waste Management



Company description :



Vidange Samake is a 50-year-old company that was handed over to the actual CEO, Ousmane Samake, in 2005. Its main activity consists of draining wastewater and discharging it without treatment in areas recommended by

the Malian government. Before working with SOMILO, they provided clean water to gold pan operators and for personal use. They also watered unpaved roads. The company started working with SOMILO in 2009 as a subcontractor and became a contractor in 2012. Vidange Samake has also provided services to the B2Gold Fekola gold mine and the United Nations mission in Mali. The company was created to meet a market need for wastewater that the government could not meet.

Other regions: Bamako, Timbuktu, Gao, Kayes, Mopti.



OUSMANE SAMAKE
CEO OF VIDANGE SAMAKE

Ousmane Samake has been the Chief Executive Officer of the Company since 2005. He has extensive experience in the field of wastewater management, spill sites and their impact on the environment. Drawing on this broad experience, he is working on how to treat wastewater so that it can be used again without harming human health. Samake feels able to implement a project for the development of sites for the treatment of waste water as soon as the financial and material means are available. In short, Samake's goal is to modernize this sector that has remained hitherto poorly exploited.

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3R HOLDING

Sector : Waste Recycling and Recovery



Company description :



3R works in the field of waste recycling and recovery in Mali and is involved in the entire waste value chain. It was created in 2017 by its CEO, Hamidou Traore, a financial engineer and nuclear physicist. He is a serial entrepreneur who has created companies in the recycling sector and a consulting firm in waste treatment units specialized in optimizing the life cycle of an industrial product.



HAMIDOU TRAORE
CEO OF 3R HOLDING

Mr. Hamidou Traore, born in 1980 in Bamako, Mali, is the Director of 3R HOLDING, specialized in the recycling of industrial and household waste;

Other Roles assumed by Mr. Traore:

- In charge of strategic partnerships with the private sector, FTPs and the Malian State,
- In charge of the Impact & Innovation Pole,
- Establishment of a waste recovery center in Loulo for SOMILO SA / BARRICK GOLD,
- Establishment of a waste sorting and transit unit within the AKUO ENERGY site in Kita,
- Managing Director and Founder of A&J CONSEILS, an investment and strategic communication consulting firm,
- Advisor within the National Directorate of Domains to improve tax collection,
- Project development for the Ministry of Housing and Urban Planning of Mali.

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OUR MAIN ACTIVITIES



DIAGNOSIS

In order to help companies transform and develop their business, BiD conducts an initial diagnosis based on data to assess the strengths and weaknesses of the companies in order to design a business development plan to respond to the findings of the assessment and support the company in its implementation.



COACHING (VISIT TO CLIENTS)

BiD uses appropriate monitoring tools to track the company's progress in its transformation and development process. Consequently, coaching sessions are regularly held in order to accompany companies.



TRAININGS

Three (3) day training workshop focused on self-knowledge in the practice of Management and Leadership, achieving sustainable performance using human resources as a strategic function, and fostering impactful, resilient and sustainable leadership. The training workshop was facilitated by **Ms. Rokhaya Ndiaye, founder and CEO of Ro&Partners.**



NETWORKING WITH INDUSTRY EXPERTS

Networking session with **Ms. Fatoumata Diarra** legal and tax advisor of African Legal & Tax Mali (ALT-Mali). Discussions were focused on the legal and tax challenges that companies face and how they can protect themselves.



NETWORKING WITH LEADERS OF THE SECTOR

Networking session with **Mr. Mamadou Yara, CEO of Yara Oil** and **Mr. Mamadou Diagne, Director of Operations of Afrilog.** Discussions were focused on supply chain management to ensure security of supply and gain the confidence of mining companies.



DISCUSSION PANEL WITH FUTURE MENTORS

From left to right : **Mr. Mossadeck Bally (CEO of AZALAI HOTELS Group), Ms. Soukeyna Kane (Regional Director of the The World Bank covering Mali, Burkina Faso, Niger and Tchad), Mr. Jean Louis Nkurunziza (Director of Sogea-Satom in Mali).**

The conversation focused on the role of Good leadership in the growth and sustainability of a company, the roles and responsibilities of private companies in creating value (building local expertise through human capital development), and the development of local businesses that are strong and competitive.

BiD

BAOBAB INTELLIGENCE & DEVELOPMENT

Data, Analytics and Strategies

BiD Partners



BAOBAB INTELLIGENCE & DEVELOPMENT

(Data, Analytics and Strategies)

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