

Business Development

Business Development is responsible for identifying, evaluating, acquiring and developing business opportunities. The division also assists in formulating, optimising and managing their growth strategies and project portfolio's. They manage investigation and evaluation of potential business opportunities and development projects until after the pre-feasibility stage. Identifying target areas and project developments for evaluation, as well as track industry developments and structural changes to adapt business growth strategies is also a focus area. They are responsible to network globally for investment opportunities.

More Information:

Current Projects

- Senegal Study
- Guinea Potential Study
- Value-adding Studies

Senegal Study

Faleme The Faleme deposit, located in the extreme south-eastern corner of Senegal, is owned by a governmental development company, Miferso. Kumba concluded an agreement with Miferso in July 2004 in terms of which the two parties will explore the potential to create an export-oriented iron ore mine at Faleme. It is envisaged that up to 12Mtpa of high-grade ore will be mined over a 20-year period and transported to a new terminal to be built on the Atlantic coast south of the capital, Dakar, for sale mainly into the European market.

The principal constraint to the development of the project will be infrastructure: construction of over 300km of new railway line will be required to join the existing line linking Dakar to Bamako in neighbouring Mali; 430km of the existing line will need to be upgraded; and a terminal would have to be built at the port of Bargny. In terms of the agreement, Kumba has the option to acquire an 80% interest in the mine, the development of which would be its responsibility. A pre-feasibility study, currently in progress, is due for completion and, if positive, will lead to a full bankable feasibility study, covering all aspects of the project.

Guinea Potential Study

Two deposits are under investigation. Subject to a positive due diligence study which will be completed during November, an exploration phase will commence during which Kumba Iron ore will earn a majority stake in both deposits.



Value-adding Studies

Several iron ore value-adding opportunities are being investigated in line with the requirements of the proposed Minerals Bill.

The viability to produce iron ore pellets and a scrap replacement from the Zandriverspoort magnetite ore body is currently under investigation. These studies will consider conventional and new technology as alternative options to produce high value commodities from these low-grade iron ore resources.