

Agriculture is One of the Areas Where the Opaia Group has Invested Most in the Country

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In difficult times and constant appeals by the Executive for initiatives aimed at contributing to the diversification of the economy, it is important to highlight the strategic vision of citizens who make entrepreneurship an example of success. And, in this regard, the figure of the young entrepreneur Agostinho Kapaia serves as unequivocal proof that successes can be achieved by seriously investing in business.

After having created the Opaia Group in 2002, Agostinho Kapaia took an important step in the business world. The mentor of the mega-business project mirrors, in an interview, being an extremely ambitious man. He is confident about the future, believing that "the sky is the limit" in the incessant search for the achievement of objectives. It addresses the issue of internationalization of companies from the Opaia Group with satisfaction, while at the same time defending the union of companies in the community, as a model of elevation and prestige of the brand "*Made in Angola*".

Take, then, dear reader, attention to the conversation.

How is Opaia doing now?

Thank you very much for the opportunity you give me, to talk about the Opaia group. To say that the group is very solid, in the years 2015-2016 we had the opportunity to make some restructuring in terms

of what we are living in the world, and also in Angola in particular, which has to do with everything from the point of view The world is going through, which is why we believe in the measures that the Executive itself has taken to cope with the economic crisis. As entrepreneurs we also had the same rationalization, the same thinking, as we had to make a series of restructurings so that our group could become more solid and cohesive.

What did this restructuring consist of?

This restructuring essentially went through the rationalization of resources in times of crisis and economic shock. We also had to think of maximizing what the resources themselves were. We make strategic decisions that are also very focused on reducing operating costs; In the dynamism of a very important internal control capacity, so that our companies internally could be efficient. This is to say that by taking control of the group itself, it was also a year when we had to reinvent ourselves from the standpoint of opportunities.

Still consider it a positive year?

I can say that it was the year when we were able to find new opportunities and we were able to discover that there are indeed other ways and not just the ones we could follow and in fact it was a positive year. We are more cohesive, more united and solid and this is what we believe and we will continue to do.

At the moment, in Angola, what does the Opaia Group develop?

Our group has several companies: we have the construction sector, where we continue to develop several projects, we have other projects in the water sector, energy, we continue to make schools and hospitals, whose projects we have managed to produce some lines of credit granted by the Angolan Executive. We have companies related to the information technology sector, we work in particular with the banking and telecommunications sector and we also have companies related to hotel and tourism.

The projects continue to increase ...

We continue to make investments. We have, in fact, an area of the oil-related services sector, which is also very solid and we are continuing to make other investments, especially in what has been an appeal of the Angolan Executive, which is the bet on the diversification of the economy. In this area, we decided to invest in agriculture, which is the area in which we have been betting.

We have dedicated a lot of effort and a lot of our time, so that we can make our contribution to what is, in fact, the concern of our Executive. We also see this as a great opportunity to be able to impose ourselves and our contribution to the country.

What balance does it make in terms of commitments?

The balance is positive, as we succeed in achieving our objectives. Everything that was advocated was accomplished. The result of 2016 had a lot to do with what we did in 2015. In other words, the year

2015 was the year when we had to make many cuts in what were actions that were not yielding and bet on those areas that were more profitable. And the 2015 results came in 2016, because even in this month that is ending, we are closing the balance sheet of the companies, which of course we can publish and we have already had positive reports from the point of view of profitability.

Are you satisfied with the invoicing levels of the companies assigned to the Group?

Some companies had a lower turnover, but the profitability is positive and, that is to say, that whenever the turnover is high, companies are profitable. To say that in general, the various companies of the group have had positive results, at a particularly difficult time. This is essentially due to the strategy we had at the beginning of the year, the reduction of operating costs and, of course, the increase in demand for more business opportunities.

What sectors did the Opaia Group prioritize for its investment during the year about to close?

As I said, in 2016, we had the area of the agricultural sector that we invested the most. In other words, we have in particular three large multinational companies that are working with the group to find the capacity and technology to produce and to find mechanisms that can help us to develop the agriculture and industry sectors. Agriculture is one of the areas of investment that we are most committed to, but it is clear that the results will not be seen in the short term, because as you know the agriculture sector takes some time to get results, but we can feel what is being done in terms Investment in this area. To say that in addition to this aspect of agricultural production, we also bet a lot on the training of cadres, because we believe that these people can naturally follow up on all the investment that is being made today.

Which provinces do they plan to target in 2017?

We are already in several provinces. Our group has had the luck and opportunity to win several projects under the public investment program of the last four years. I am specifically talking about the period 2012-2013 / 2014-2015. Our group is one of the companies with the highest turnover that is Opaia Constructions, which had the opportunity to make several roads throughout the country.

We set up hundreds of schools, from Moxico, Cuando Cubango, Huila, Bié, we had the opportunity to build hospitals and we continued to make more hospitals. In Malanje we are finishing the Amilcar Cabral Institute and we have projects in Luquembe connected to water systems. We have 29 villages of water systems in Moxico, Cunene, Curoca, Huambo, Bié, Cuanza Norte, we are the distribution line also

in Cuanza Norte of schools, so at Luanda level we are also developing several projects in the scope of public investments.

The projects of Opaia also aim at social actions in the communities. Right?

We have had projects that we have been developing and are developing in the scope also of construction of schools and hospitals, in several other provinces. To say that in the context of other programs of systems of water supply, our project involves nine municipalities at the level of the country.

We are in ten provinces with water systems. We have shipyards in ten provinces, we are talking about a daily movement of many people in these provinces all. These are strategic projects that are being implemented for water supply. Let's start now with the Huambo project.

What are the objectives with the implementation of these projects?

All this allowed the group during these years had a permanent contact with the municipal administrations, with the communes, with the sobas, with the populations. We did social actions as well, and we are in a daily and permanent relationship with the communities, in these communes and in these municipalities because we know Angola from Cabinda to Cunene well, because these projects have allowed us to deal with the community, with the people and with the administrators Municipalities.

We are already in these zones and provinces and this is what we are doing today in function of what we have and, above all the investment that we made at the level of shipyards in these provinces we are using this equipment capacity to develop the agriculture in these regions, to develop the agro Business and even small industries to, say, in general, deal with these populations and develop business to help these communities.

What social support does the group provide in the communities where it has investments?

We have developed many projects with communities. We support from the supply of agricultural equipment to some communities and sobas and unicpuios, we also bet on the formation of some young people, we made a corporation of people from the community of these municipalities, in our projects.

This is one of the areas in which we are very focused. We form these people, we give opportunities, so that they can develop the activity. On the other hand, there is the aspect related to support in the health and education sector and we often take the position of developing a certain project to make a hospital or social equipment possible. We have already made many donations of solar equipment in the municipalities, the sobas and jangos of the sobas, we put solar equipment with television, in order to allow the social inclusion of these communities as well.

This intervention extended to more provinces...

We are in Zaire, Cabinda, Huambo, Cunene and we have a report of this social work that we do. It was very challenging and we had the opportunity to learn a lot from the pessaos in these communities too and next year we will do something different, which I will not announce yet, as we have a very interesting community-related project, which will have the opportunity After knowing the project. We are developing the project with the knowledge of some sobas and we are planning to launch this project in February 2017.

What will this project consist of?

It is a project that we believe will be more sustainable, because during these years we have all done several actions, but we often leave the responsibility to the communities, but then we come back and find the same supports that we leave behind.

So the people have followed up on the project so we are thinking of supporting people in a way that we will have permanent teams to follow up so that the results can be more positive than we have done during this year. So we will be able to launch this project without a doubt in February.

How is the Opaia Group in terms of investment abroad?

Since a few years that the group has bet on the internationalization of the project and reason for which we have been working from Portugal too. We have an office in Portugal, because it is the door to Europe and also to form our Angolan staff.

We have all the support linked to management support in some areas and we have a relationship with Dubai and with China very good, but also investments in Brazil and a Bussines School, through the University of Nova Lisboa in São Paulo . We have real estate investments in São Paulo and we are making other investments in other countries, which is why we believe that investments will be fundamental to gain knowledge, but especially so we can seek partners in people who already dominate.

Do you expect to acquire more partners in the near future?

We believe that the wheel is already invented and it is not worth to invent what already exists. Our strategy will be to find the best partners and those who can help us. We have partners with more than 100 years of experience in various sectors and then we must be humble to realize that the business world is a permanent competition, so we must always be in the front line and always improve our

relationship mechanisms, Management and control. Sometimes it is not worth trying to invent, because there are groups and multinationals that already do it with the best quality and perfection.

These people have offices where they are constantly thinking and innovating and doing research, to be the best in the world and we think it is the most logical way to gain experience by working with those who already know.

The group's main bet in 2017 will be to attract partners?

The important thing is to continue to do so. We are in Europe, the United States, Brazil and Dubai, in short, everything with a clear objective to improve our way of being and managing in search of the best partners that can be fundamental in attracting investments for our country. Therefore, we have the responsibility of capturing investment for our country, because Angola is still a country of great international appeal. There are many international partners who talk to our group and call us to express their desire to enter Angola.

We must take this opportunity to work and help our Executive, so that our participation and performance and contribution can be an added value so that we can improve our production, increase our internal capacity and produce more supply in the international market And, of course, also for our exports.

What is the role of the Group in the CEEIA?

In fact, due to all our strategy of internationalization and export support, the Opaia Group was elected to preside over this Community of Export and Internationalized Companies of Angola (CEEIA). So we have been for three years now and CEEIA represents this community with only three years, but it is indeed a baby with a lot of strength, a lot of clout and we are sure that in the last three years CEEIA was decisive because we had the opportunity to discuss with the Angolan Executive what has been the constraints of the export process. We put in several times and had enough openness and support from the Angolan executive to improve this whole process for exports.

How has this leadership been?

Grupo Opaia is in fact the chair of this community, which today has 30 members linked to exports, we have four banks also linked to the export process, namely BAI, Caixa Tota, Banco Sol, Atlântico, BIC and are banks that are part of Of our community and that have a very important role too, to take the name of Angola across borders, and this has been a reality.

We have been creating this spirit between information sharing companies and knowledge, business opportunity. We are learning to work in community. This is what big countries are developing and there

are big companies in the world that have made great strides in the internationalization process because they are always working in community.

Do you think this should be the main strategy of companies in Angola?

If we look at the world today, we have seen that China works in community and it is the great groups that work together in Europe, in Brazil, in the United States. We always need to work in a spirit of sharing information.

Source: Angop