

A Mining Business School, and a Board.

The commercial side of mining, taught for the people who own the ground, fund it, fill the truck or find the buyer - across twelve Southern African countries.

110

CALCULATIONS

55

MINERALS

119

DICTIONARY TERMS

13

MODULES

12

MAJORS

12

COUNTRIES

Two Halves of One Business

NDARAMA is a digital learning platform with a minerals board beside it. The school teaches how a mineral deal is put together and financed. The board is where a holder and a licensed buyer find each other. NDARAMA never takes possession of a mineral and never handles payment: it introduces the two sides and stops there.

It is written for the people who own the deal rather than the people underground - the owner who holds the ground, the aggregator who pools small parcels into one worth a buyer's journey, the trader who moves it, the financier who wants the return without the rock, and the commodity dealer who has just been asked to find a buyer for a mineral they have never handled.

The School

Thirteen core modules of seven lessons each, twelve Majors of twelve units each, a Library with a page for every one of the 55 minerals on the board, a Dictionary of 119 commercial terms and a toolkit of 110 calculations. Every lesson cross-references the Library and the Dictionary by name, so the course teaches a reader to look things up and they can still look things up when it ends.

The Board

Holders declare what they hold and stay anonymous. Licensed buyers register the licence and the authority that issued it, and a person verifies it. The board publishes volume pooled by region - never an individual declaration, never a reference code, and a seller's contact is not for sale at any price.

What It Is Not

It is not a registered college and it does not award a degree. It is not a licence to mine, deal or export, and it authorises nothing. It is not a broker, a buyer or a payment agent. Those lines are drawn on the platform itself, in the same words.

Where It Operates

Botswana, South Africa, Zimbabwe, Zambia, Democratic Republic of Congo, Tanzania, Eswatini, Lesotho, Namibia, Angola, Mozambique, Malawi.

Everything jurisdictional on the platform - the ministries, the governing Acts, the title levels, the artisanal position and the foreign-holder position - is dated, cites its primary source, and marks anything that could not be confirmed as unconfirmed rather than stating it.

Thirteen Modules, One a Day

Each module answers a single commercial question and ends with something the reader does on a real deal of their own, not on a case study about somebody else. Those thirteen exercises become the Capstone. 92 lessons in all.

1 Mining Basics

How does money actually move from a pit to a buyer, and where in that line do I stand?

2 Deposits as Assets

How do I read a deposit as an investment rather than as a geologist, and tell a real one from a story?

3 Mining Rights and Licences

What am I allowed to do in each of the twelve countries, under what instrument, and how do I get one?

4 Structuring the Business: Companies, Partnerships and Joint Ventures

What should I actually set up, in which country, and how do I keep control of it?

5 Costing an Operation: Capex, Running Costs and Break-even

What does this actually cost to run, and how much must I move before I make money?

6 Grade, Assay and How Price Is Set

How is the value of my parcel established, who establishes it, and how do I stop that going against me?

7 Selling: Buyers, Contracts and Negotiation

Who is allowed to buy what I have, what do I sign, and how do I negotiate from a position of knowledge?

8 Finance: Raising Capital and Dealing with Investors and Banks

Where does the money come from, what will it cost me, and what will they want to see?

9 Logistics and Moving Minerals Across Borders

How does a parcel physically get to the buyer, what paperwork rides with it, and where does it get stuck?

10 Compliance, Tax and Royalties

What does the state take, what must I file, and how do I stay in good standing while I grow?

11 Labour, Community and the Social Licence

Who does the work, what do I owe them and the people around the operation, and how do I keep operating?

12 Value-add, Beneficiation and IP

Should I sell it as it comes out, or turn it into something worth more, and when does that actually pay?

13 Formalisation: From Artisanal to Licensed Business

How does an informal operation become a licensed business, and why would it want to?

The Capstone and the Certificate

The Capstone is one costed plan on one real opportunity, marked against a rubric that is published before anybody pays. Seven criteria: the opportunity, the title position, the cost base, the revenue case, the route to market, compliance and obligations, and the gaps named. A pass is sixty of a hundred with no criterion at zero.

Marking is done by somebody who works in the trade - a buyer, a geologist, a mining lawyer, an accountant who handles royalties, or somebody who has run an operation. A pass makes the reader a Certified NDARAMA Mining Business Professional, with a certificate number anybody can verify on the site. Certification costs US\$78 once, including one resubmission. Reading the course is free.

Twelve Mineral Businesses

Each Major runs the same twelve-unit spine, so a second one reads in an afternoon once the first is done, and each draws its own value chain: the product in the form it is sold, the five stages it runs through, the unit it is priced by, and which of the twelve countries produce it.

1. Gold

Won from ore → Sold to a licensed buyer

Priced by gram or ounce, on fineness | 7 of the twelve countries produce it

2. Diamonds and Gemstones

Recovered from gravel → Sold at a licensed sale

Priced by carat, on the four Cs | 9 of the twelve countries produce it

3. Platinum Group Metals

Mined from reef → Sold on contract

Priced by gram per tonne of concentrate | 2 of the twelve countries produce it

4. Copper and Cobalt

Mined → Sold to a trader or smelter

Priced by tonne, on payable percentage | 6 of the twelve countries produce it

5. Lithium and Battery Minerals

Mined → Sold on an offtake

Priced by tonne of spodumene or ore | 5 of the twelve countries produce it

6. Chrome and Manganese

Mined → Sold to a smelter or exporter

Priced by tonne, on grade and ratio | 4 of the twelve countries produce it

7. Iron Ore and Bulk Metals

Mined → Sold on a bulk contract

Priced by tonne, on iron content | 5 of the twelve countries produce it

8. Coltan, Tin and Tungsten

Dug and panned → Sold to a smelter

Priced by kilogramme of contained metal | 6 of the twelve countries produce it

9. Rare Earths and Titanium

Dredged or mined → Sold on a long contract

Priced by tonne of heavy mineral concentrate | 5 of the twelve countries produce it

10. Fertiliser and Agricultural Minerals

Mined or quarried → Sold to a blender or farmer

Priced by tonne, bagged or bulk | 7 of the twelve countries produce it

11. Industrial and Chemical Minerals

Quarried → Sold to an industrial user

Priced by tonne, on purity | 7 of the twelve countries produce it

12. Dimension Stone and Quarrying

Quarried in blocks → Sold to a fabricator or exporter

Priced by cubic metre or square metre | 7 of the twelve countries produce it

What Outlasts the Course

The Library

A page for each of the 55 minerals on the board: what it is and how to recognise it, what it is used for and who buys it, how it is traded, where it occurs across the twelve countries, the permit level to expect, and how it is handled and stored. Filed by family, and open to everybody.

The Dictionary

119 commercial terms in plain words, each with how to use it. Business terms, not geological ones: letters of credit, Incoterms, offtake agreements, quotational periods, payable percentages, treatment and refining charges, the Kimberley Process certificate, the LBMA price. Enough to read a contract, an assay certificate and a settlement statement.

The Toolkit

110 calculations, each filed under the module that teaches it and each answering a single question with a single number. Eight run live in the browser - cost per tonne, break-even volume and grade, the price itemised, moisture and dry weight, transport viability, beneficiation payback and the introduction fee. Nothing typed into them is sent anywhere.

CALCULATIONS BY MODULE

Module 1 - 8
Module 4 - 9
Module 7 - 9
Module 10 - 9
Module 13 - 4

Module 2 - 9
Module 5 - 11
Module 8 - 10
Module 11 - 6

Module 3 - 8
Module 6 - 11
Module 9 - 10
Module 12 - 6

The Instruments

Three tools used at named points in the course rather than sold separately: the Dzungu Index, which scores how early somebody is about to act; the FBI Virus Audit, on fear, bitterness and insecurity in a partnership; and the Sales Fit Audit, on whether the deal in front of you suits the way you actually work.

Five Ways In

- **A reader**

Everything is open. Thirteen modules, twelve Majors, the Library, the Dictionary and the calculators cost nothing to read. Certification costs US\$78 once.

- **An institution**

Universities, technical colleges and mining departments can endorse the certificate, co-issue it, or teach the syllabus on their own campus under licence. The rubric is published, so the assessment stays the same assessment either way.

- **A lender or a trainer**

The calculations and the teaching framework licence into a lender's own credit process or a trainer's own programme. A loan officer assessing a small mining venture needs the same numbers the owner needs.

- **A sales agent**

The school is sold by people. An agent sells the certification code and earns a commission on each one, working a district or a mineral rather than a country. No territory fee.

- **A practitioner**

Capstone reviewers and Major specialists are people already working in the trade. A specialist keeps one Major current - the prices, the routes, the regulations and who is actually buying.

What Stands Behind It

NDARAMA is not accredited by a council and does not claim to be. What stands behind it is a publishing record - more than 18,000 researched business articles since 2017 across twelve regional magazine editions, read in forty-three countries - and an advisory record of business plans, growth strategies and financial models built for operating ventures across Southern Africa. Recognition is being pursued with the mining department of each of the twelve countries.

Talk to Somebody

Codes are sold by people and introductions are made by people. There is no card payment on the platform, because most of the people buying a code do not hold one.

Botswana	+267 78 467 445
South Africa	+27 69 342 8500
Zimbabwe	+263 718 853 483
Zambia	+260 97 864 3507
United States	+1 302 465 7107

Online

ndarama@cabanga.africa

Registered

Cabanga Africa (Pty) Ltd, Plot 9256, Mogoditshane Block 9, Kweneng, Botswana.

A Note on the Law

Nothing on the platform or in this profile is legal, tax, financial or investment advice. Mining law in this region changes, sometimes wholesale. Establish the position in your own country before you commit money to anything.

