



INVEST NAMIBIA JOURNAL

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Enhancing Investment to propel 'Growth at Home'



NAMIBIA

Hosts 38th SADC Summit



All systems Go for SADC Events

President Geingob addresses BRICS summit

Hosea Kutako Airport upgrade to ease congestion

Walvis Bay terminal close to commissioning



Namibia: Gateway to the SADC Market



CITY OF WINDHOEK

The City of Windhoek is a municipality established and regulated by the Local Authority Act, 23 of 1992 as amended, to provide basic services such as water, waste removal, parks and gardens, sewerage and drainage; streets and public service; electricity and gas; public transport services; cemeteries and making serviced land available for both residential and economic activities. It has about 400 000 residents and is a City steeped in tradition with an interesting history that dates to the year 1840. The capital's initial name "Winterhoek" slowly became "Windhuk", which was later changed to "Windhoek", as well as the traditional names; //Ae/Gams, in Damara>Nama referring to the hot springs, and Otjomuise in reference to the steam from the hot springs.

The City's vision is "To be a SMART and Caring City by 2022", and this should be done to enable us to realise our mandate, which is "To enhance the quality of life for all our people by rendering efficient and effective municipal services" while upholding the following values: Teamwork, Customer Focus, Communication, Fairness and Equity and Integrity.

The City as a Local Authority provides basic municipal services and maintenance of infrastructure. We ensure a healthy, clean, safe and secure environment for all; create an environment for socio-economic development and continue to develop human resource; improve systems of operation. We promote public participation in our dealings through community meetings in different residential areas and we continue to market our City in order to attract investors, tourists, etc.

The City provides a harmonious trade environment by ensuring that reliable utilities are available including those services needed for industrialisation, such as availing land for commercial development. Municipal services are essential for urbanisation and the City is gradually seeking tangible interventions to enhance service delivery.

Windhoek, located in the centre of Namibia, and thus making it figuratively and literally the heart of the country, as it is Namibia's economic heartbeat. Windhoek is the capital city, commercial hub and the seat of government. The City with its advantaged of being located in the centre of the country, its roads serves as networking veins to the rest the towns in Namibia. Direct daily flight are available serving domestic, regional and international markets further benefiting Windhoek in terms of tourism, conferencing and investment attraction and retention.

Due to the ease of doing business in the City, many corporate entities that operate across the breadth of the country prefer to set up their headquarters in Windhoek. Apart from the Capital being amongst the cleanest cities in Africa if not in the World, is a status which the City Mayor and personnel vow to upkeep.

Amongst the City's municipal mandates / deliverables:

- Windhoek despite existing in a harsh arid terrain it has managed to master the art of reliable potable water supply unravel to none, making it a global trend setter in water reuse.
- Namibia is known to have the best road infrastructure, and Windhoek is thus no exclusion, and also boost good electricity infrastructure that is on par with other 21st century cities.
- Various cutting edge technology services are available such as; international linked ATMs for cash transactions, and institutions rendering mobile phone services, telecommunication, internet café with Wi-Fi services, etc.
- The Capital is endowed with rich cultural diversity, and as such the source of cultural vibrancy as manifested in the visual arts, sights and sounds of the City, and its various restaurants that serve multitude of cuisine delicacies.
- Multitude of entertainment venues are also to be found across its suburbs, and for the shopping enthusiasts; modern shopping malls are available, complemented by theatres, cinemas, fitness centres and sport facilities.

The City of Windhoek, as the Local Authority is tasked with delivering reliable, and efficient municipal services to all its residents, and visitors with pride, in order to reach the goal of enhancing the quality of life of all the Windhoek residents.

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The Gateway to Endless Opportunities

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The new Walvis Bay Port container terminal nearing completion



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Namibia welcomes SADC delegates

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Gabriel P. Sinimbo, Permanent Secretary Ministry of Industrialisation, Trade and SME Development

As part of our continued efforts to promote trade and investment, the Invest Namibia Journal was born. This Journal, necessitated by efforts to broaden our marketing campaign, will serve as an avenue through which Namibia as a country will highlight its investment potential to the region and world.

We believe the opportunity provided by the Journal will serve to channel first-hand promising investment opportunities that Namibia has to offer to both domestic and international investors. It will further provide information on the investment climate, regulatory framework and legislation, incentives as well as various positive attributes the country possesses as a gem worth investing in.

The Ministry has come to realise that advertisement in the print media is quite costly, especially if you would like to run a series of information sharing activities for investors on how to establish a business in Namibia or simply highlight investment opportunities in different sectors.

The Journal is also more inclusive of all key stakeholders than direct advertising. It will allow Ministries, Agencies and the private sector to collaborate, share and advertise their goods and services to the nation, region and world at large. Therefore the Journal brings forth benefits such as:

- A platform to share and promote Namibia as an investment location
- Share and promote investment opportunities in different sectors
- Share and promote private and public sector projects ready for investment
- Share information on the business environment in Namibia
- Share regulations and reforms that aid doing business in Namibia
- Showcase new economic developments and success stories of our country.

The publication aims to complement existing investment promotion efforts by the Namibian Government.

As you are aware, Foreign Direct Investment (FDI) forms a key component of economic development, and the enabling environment put in place by the Government bears testimony to the value placed on investment generation aimed at building mutually beneficial partnerships with investors.

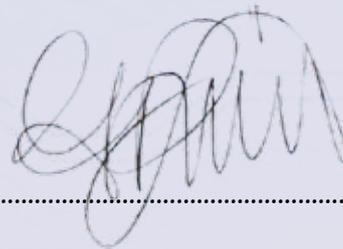
We therefore welcome this initiative that will enhance our collective efforts to drive investment, as an e-magazine with a global reach and aid to position Namibia as an investment location of choice thereby placing it on the investor's radar. We are further cognizant of the important role domestic investor's play in the Namibian economy, and the publication would respond to encourage domestic investment and highlight the spinoffs thereof.

With numerous investment opportunities on offer, projects from the various regions would also have a platform for marketing and further highlight the diversity of the 14 regions in our efforts to spread inclusive investments to the various parts of the country so that no one is left out.

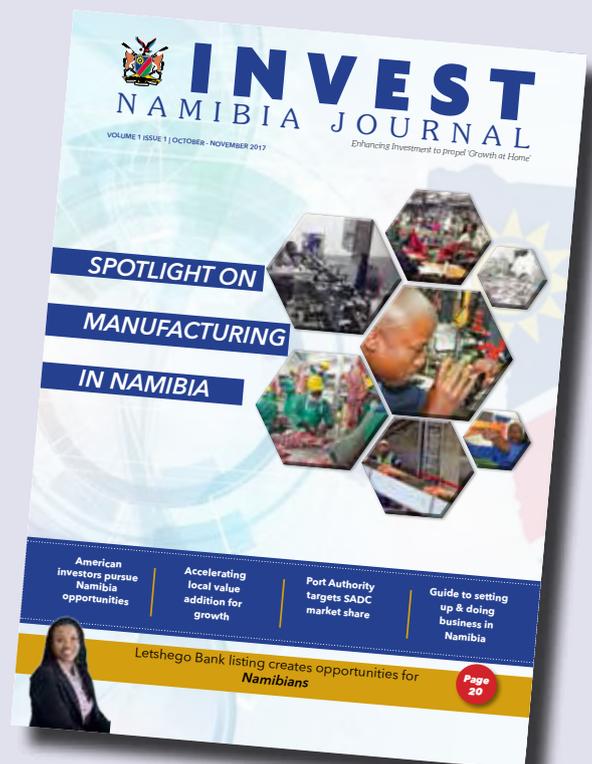
You might be aware that we are guided by our National Development plans such as the Vision 2030, National Development Plans (NDP5) and Harambee Prosperity Plan which have identified certain sectors to focus on for investment promotion and development to industrialise

our country, therefore our Journal although not limited will be focused and targeted on sectors such as: Manufacturing, Agriculture, Logistics, Fisheries, Mining and Energy, Housing and Tourism as well as Services. Hence, we have dedicated the theme of this 1st edition to focus on the Manufacturing sector.

Our distribution will be focused to covering the whole country were copies of the Journal can be found at the MITSMED regional offices, Regional Councils and Municipalities. Internationally the Journal will be available via our Embassies, High Commissions and Commercial Councilors offices in the respective countries. It will also be available online on our websites www.mti.gov.na and www.investnamibia.gov.na, www.doingbusinessnamibia.com.na



.....
 Gabriel P. Sinimbo
 Permanent Secretary
 Ministry of Industrialisation, Trade and SME Development





Hon. Tjekero Tweya,
Minister of Industrialisation Trade
and SME Development

Over 700 delegates to attend Windhoek SADC Summit meetings

More than 700 delegates are expected to take part in the August 38th SADC Summit meetings in Windhoek, although the total number of delegates from the visiting Member States could be as high as 1,000.

And, Namibia is well prepared to make sure that the Southern African Heads of State and their delegations are well looked after in the country during the busy month.

The Summit of Heads of State and Government takes place from 17-18 August, 2018. It will be preceded by the SADC Senior Officials Meetings on 9 August, 2018 and the Council of Ministers Meeting from 13-14 August, 2018.

Namibia's Minister of Industrialisation Trade and SME Development, Hon. Tjekero Tweya, whose ministry is leading the preparations for the Summit, told *Invest Namibia*

Journal that the SADC Secretariat had invited special delegates from various economic groupings and institutions to the Summit.

The precise number of expected foreign delegates is not known as it is the prerogative of each Member State to decide on the number of their delegates. However, from past experiences each Member State sends a delegation of between 50 and 150 delegates.

“Overall, more than 700 delegates are expected to attend the Summit meetings. This figure includes domestic and foreign delegates,” said Hon. Tweya, who also appealed to the public, especially those who will be interacting with the delegates, to treat them with respect and make this event a success.

The Minister said Namibia had allocated N\$50 million for

SADC activities - the hosting of the SADC Summit and other statutory meetings during Namibia's tenure period as Chair (Aug 2018 – Aug 2019).

Hon. Tweya said Namibia had, as per rules, engaged the SADC Secretariat on the minimum standard for hosting SADC meetings and it was clear that the Member State hosting requires adequate preparation and an appropriate budget, in particular with respect to coordination and administrative arrangements; conference facilities and office accommodation; security and protocol; accreditation and visas; transport; support services; Summit branding and visibility issues.

Local Namibian businesses have been engaged to provide goods and services, such as acquiring of vehicles from local dealers, SMEs to provide catering during the Summit events. Some companies have been requested to sponsor the event in return for corporate branding during the Summit event.

During Namibia's tenure as SADC Chair, Hon. Tweya said Namibia will provide leadership and policy direction to SADC and its institutions.

“In order to achieve the desired outcome of industrialisation, SADC needs functional infrastructure such as roads, rail, ports, energy and water. Infrastructure development invariably enables industrialisation and youth empowerment through skills and entrepreneurial development which is a most transformation tool that transcend beyond the boundaries of Member States.

“It is from this point of departure that we formulate our 2018 SADC Summit Theme as “Promoting Infrastructure Development and Youth Empowerment for Sustainable Development” because we have realised that effective trade-related infrastructure such as road networks, rail, ports, communication and investment policies play an important role in enhancing intra-regional trade in SADC as they improve the inter-connectivity of systems across the region.

Namibia will drive the regional agenda that encourage infrastructure development in the region,” Minister Tweya said.

Trade facilitation requires smooth transportation and timely delivery. Some SADC roads requires rehabilitation, while some ports require deepening in order to accommodate large cargo vessels.

“One would appreciate that, even though the SADC Free Trade Agreement seeks to reduce trade barriers – import quotas and tariffs – and to increase trade of goods and



Infrastructure development invariably enables industrialisation and youth empowerment through skills and entrepreneurial development which is a transformation tool that transcends beyond the boundaries of SADC Member States.

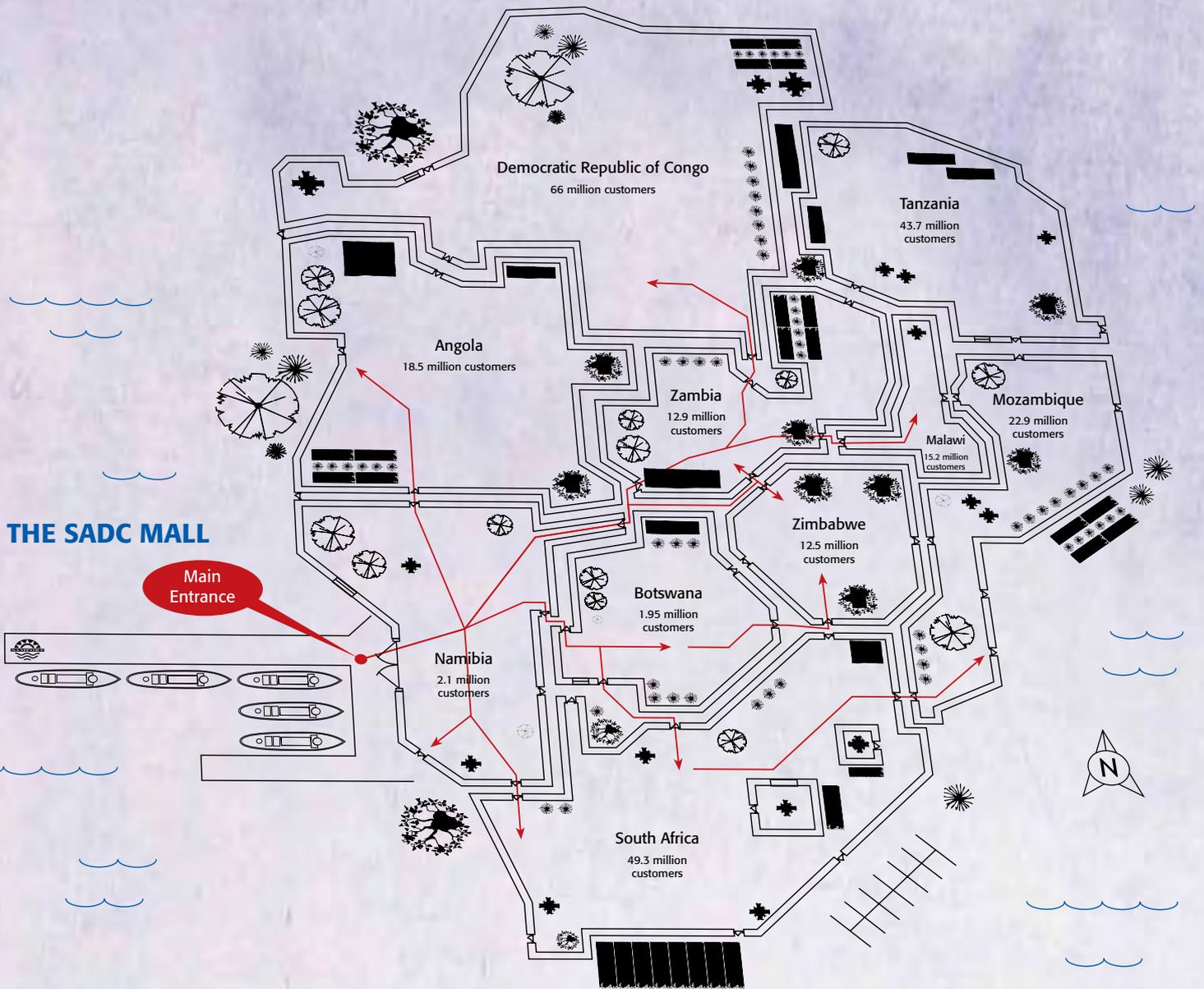
services with each other, infrastructure development is not yet at a desirable state. Namibia embarked on deepening her port (Walvis Bay) in order to receive goods for both the domestic market and for the markets of land locked Member States. It is from this point of departure that various corridors such as Walvis Bay – Ndola – Lubumbashi Corridor, Trans-Kalahari, Trans-Kunene and Trans-Caprivi have been developed in order to boost intra-SADC trade,” the Minister said.

As SADC Chair, Namibia will also drive the Youth Empowerment Agenda. Like most countries in the sub-Saharan region, Namibia boasts a young and an increasing youth population, with 39.6% of total population between the age group of 14 to 35 years.

Under the Harambee Prosperity Plan (HPP), the Namibian Government seeks to accelerate youth development through targeted Youth Enterprise Development as a strategic priority with the objective, to create an enabling environment for private sector entrepreneurial startups and growth oriented SMEs and to facilitate establishment of youth owned enterprises, through Government structures and interventions.

In line with the theme for this year's Summit, Namibia has roped in a large percentage of youth among Summit liaison officers, support staff, cultural performance groups and artists to entertain delegates during gala events.

Namibia also hopes to capitalise on the SADC Summit to promote investment and tourism activities in the country. There will be a tourism promotional video during breaks and lunch. This video will be complemented by other institutions, such as Namibia Investment Centre, which will market Namibia as investment destination.



Africa's biggest shopping mall. Welcome to the Southern

African Development Community (SADC), one of the largest emerging markets in the world, with over 330 million consumers and a GDP in excess of US\$500 000 billion. Through strategic partnerships, we can give you the logistical solutions to gain access into this lucrative market via the Port of Walvis Bay, the obvious hub for trade between Southern Africa and the rest of the world.

Contact us today to discover how easy it is to gain trade access to Africa's most lucrative and rapidly expanding market - the SADC shopping mall.

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SADC Executive Secretary, Dr Stergomena Lawrence Tax paying a courtesy call on H.E President Dr Hage Geingob

SADC Secretariat pleased with Summit preparations

The Southern African Development Community (SADC) Secretariat has expressed satisfaction with Namibia's preparations to host the 38th Summit in Windhoek.

Executive Secretary, Dr Stergomena Lawrence Tax paid a courtesy call on President Dr Hage Geingob on 23 July, 2018 where the two exchanged information on Namibia's preparations to host the Summit on 17th and 18th August, 2018, as well as on the Summit's agenda.

Namibia last hosted the SADC summit in 2010, when Dr Hifikepunye Pohamba was President. In 2014 former President Pohamba chaired the Organ on Politics, Defence and Security Cooperation.

Tax said she was satisfied with Namibia's preparations to host the 38th Summit.

Namibia is the current Deputy Chair of SADC and will next month assume the chairmanship of the regional economic community, taking over from South Africa. Namibia is home of the SADC Treaty, having hosted the historic summit of 1992, transforming the then Southern African Development Co-ordination Conference into present day SADC. President Geingob said the Windhoek SADC Summit will seek to promote and

consolidate shared economic interests and common political values of the regional member states.

"Without peace and stability in the region, economic growth and development will remain elusive," the Head of State said.

SADC History

The predecessor of SADC, the Southern African Development Co-ordination Conference (SADCC), was established in 1980 in Lusaka, Zambia. SADCC was formed to advance the cause of national political liberation in Southern Africa, and to reduce dependence particularly on the then apartheid era South Africa; through effective coordination of utilisation of the specific characteristics and strength of each country and its resources.

In 1992, Heads of Government of the region agreed to transform SADCC into the Southern African Development Community (SADC), with the focus on integration of economic development. Currently, SADC members are Angola, Botswana, Union of Comoros, Democratic Republic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa,

Eswatini (formerly Swaziland), Tanzania, Zambia and Zimbabwe.

SADCC objectives went beyond just dependence reduction to embrace basic development and regional integration. Hence, SADCC was formed with four principal objectives, namely:

- Reduction of Member State dependence, particularly, but not only, on apartheid South Africa;
- Forging of linkages to create genuine and equitable regional integration;
- Mobilisation of Member States' resources to promote the implementation of national, inter-state and regional policies; and
- Concerted action to secure international cooperation within the framework of the strategy for economic liberation.

STRATEGIC PLANS

The Regional Indicative Strategic Development Plan (RISDP) and the Strategic Indicative Plan for the Organ (SIPO) remain the guiding frameworks for SADC Regional Integration, providing SADC Member States, SADC Secretariat and other SADC Institutions with consistent and comprehensive programmes of long-term economic and social policies.



H.E. President Geingob addressing the South African business community at a dinner hosted in his honour by the Johannesburg Chamber of Commerce and Industry

Incoming SADC Chair urges BRICS Bank to assist Africa industrialisation

His Excellency President Dr. Hage Geingob, the incoming Chairman of SADC, has called upon the BRICS Bank to offer affordable financing, with favourable conditions, to support Africa's industrialisation drive.

In his statement during the BRICS-Africa Outreach Dialogue, in Johannesburg, South Africa, on 27 July, 2018, H.E. President Geingob said "for Africa to move forward it needs cooperating partners to support the continent's development agenda."

"We are thankful of the cordial relations, which exist between BRICS and Africa, and shall remain committed to maintaining this good relationship. To this end, we welcome the establishment of the New Development Bank, which is an alternative source of financing for major infrastructure and related projects, especially in Africa.

"It is our wish that the New Development Bank will have a different character than the banks we know. Affordably financing, with less conditions, will go a long way in assisting Africa accomplish its industrialisation and economic development goals and aspirations. It is my hope that the productive and fruitful deliberations we are having during this dialogue will be implemented for the benefits of Africa and BRICS," the Namibian Head of State said. Namibia, as the incoming Chair of SADC, was determined to continue building up on the wonderful job of the current Chair, South Africa, and move Southern Af-

“It is our wish that the New Development Bank will have a different character than the banks we know. Affordably financing, with less conditions, will go a long way in assisting Africa accomplish its industrialisation and economic development goals and aspirations. It is my hope that the productive and fruitful deliberations we are having during this dialogue will be implemented for the benefits of Africa and BRICS,” the Namibian Head of State said. Namibia, as the incoming Chair of SADC, was determined to continue building up on the wonderful job of the current Chair, South Africa, and move Southern Af-



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BRICS OUTREACH



"BRICS in Africa: Collaboration for Inclusive Growth and Shared Prosperity in the 4th Industrial Revolution"

27 JULY 2018, JOHANNESBURG, SOUTH AFRICA



Leaders of the BRICS nations

rica towards regional and continental economic integration.

President Geingob also addressed potential investors in the manufacturing sector at a dinner hosted in his honour as the incoming SADC Chair by the Johannesburg Chamber of Commerce and Industry. He reminded business leaders in the South African manufacturing sector that Namibia was open for business, offering a secure environment for their investments.

The 10th BRICS Summit in Johannesburg was held under the theme: "BRICS in Africa: Collaboration for Inclusive Growth and Shared Prosperity in the 4th Industrial Revolution". BRICS is the acronym for the association of five major emerging national economies: Brazil, Russia, India, China and South Africa.

President Geingob thanked his South African counterpart His Excellency President Cyril Ramaphosa for ex-

tending an invitation to African leaders to be part of the BRICS Summit, a noble gesture he said was in line with the continent's Agenda 2063 that envisages a strong industrialised Africa that will be on equal footing with other regions of the world.

"The invitation to the BRICS Summit offers Africa the opportunity to contribute to the decision-making process, and reap the benefits from the economic cooperation from BRICS. African countries are cognizant of the importance of trade and investment as a conduit to economic growth, poverty eradication and development. As such, we are moving ahead in great strides to create an enabling trading environment on the continent. With investors on board, we seek to accelerate the implementation of continental initiatives for growth and sustainable development," President Geingob said.

President Geingob told the BRICS leaders that the 4th industrial revo-

lution was characterised by artificial intelligence, robotics and alternative means of production, which they needed to pay particular attention to.

"In this new stage of the evolution of humanity, labour as we know it today will not be the same. Developing Nations, and Africa in particular, will be challenged due to young and bulging populations.

The only way to overcome this challenge will be through continuous capacity building, exchange of ideas, retraining and retooling of our young people. Africa counts on the support of BRICS in this regard," he said.

With South Africa as a member of the BRICS, President Geingob said the African continent was well represented, and was confident that the strategic frameworks for the development of Africa, in particular Agenda 2063 and its ten-year implementation, would receive priority from BRICS.



3RD ANNUAL SADC INDUSTRIALISATION WEEK



PROMOTING INFRASTRUCTURE AND YOUTH EMPOWERMENT FOR SUSTAINABLE DEVELOPMENT

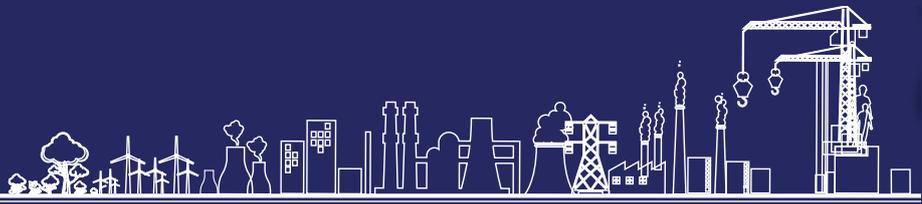


Deputy Permanent Secretary: Industrial Development, Dr Michael Humavindu

SADC Industrialisation Week promotes Private Sector engagement

As a precursor to the 38th SADC Summit, Namibia hosted the 3rd SADC Industrialisation Week, from 30 July to 1 August, 2018 to spread knowledge among the regional community at large, including governments, private sector, academia, research institutions, think tanks and members of the public, to promote the regional Industrialisation Strategy and Roadmap (2015-2063), approved in Harare, Zimbabwe, in April 2015.

Deputy Permanent Secretary: Industrial Development, in the Ministry of Industrialisation, Trade and SME Development, Dr Michael Humavindu, says SADC has put in place policy measures aimed at giving impetus to the industrialisation process, such as the Revised Regional Indicative Strategic Development Plan (RISDP) 2015-2020, which prioritises Industrial Development and Market Integration and places industrialisation at the centre of the regional integration agenda.



“The SADC region is endowed with diverse natural resources, including almost all of the key minerals for feed-stocks into regional manufacturing, agriculture, construction, power and other sectors. That notwithstanding, the SADC region has not been able to industrialise and achieve structural transformation. The share of manufacturing to GDP for the SADC region has actually declined from 17.6% in 1990 to 13% in 2013,” the Deputy PS says explaining the significance of the SADC Industrialisation Week.

In addition, in part due to lack of productive capacity, increasing intra SADC trade through the SADC Free Trade Area has not been possible, as the value of intra-SADC trade has remained very low, at only 17% of total SADC trade. Exports from the region remain dominated by unprocessed or minimally processed products, mainly from the agricultural and mineral sectors, thus providing very low value returns.

The Regional Industrialisation Strategy seeks to economically and technologically transform the SADC through beneficiation and value addition to the region’s diverse resources. It seeks to address the developmental challenges of the region by progressively moving from a factor-driven development phase to investment and efficiency-driven phase, and ultimately to a high regional economy driven by knowledge, innovation and business sophistication.

Dr Humavindu says by hosting the third SADC Industrialisation Week, at the Safari Hotel & Conference Centre, Namibia was playing her part in spreading the acquisition and use of knowledge and opportunities arising from implementation of the regional industrialisation strategy by the wider SADC community, with the ultimate objective of improving one’s social and economic life; building coalitions to enhance understanding and cooperation among stakeholders on how to implement the industrialisation strategy including the development of regional value chains; increasing engagement on the strategy at national and regional level and encouraging youth and women participation. Youth and women were encouraged to showcase their innovation during the three-day exhibition.

The sectors targeted to participate in the 2018 SADC Industrialisation Week included mineral beneficiation; agro processing; pharmaceuticals; fast moving consum-



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er goods; infrastructure and logistics (to support trade and investment); light manufacturing and the automotive sector; and the financial sector.

Particular emphasis was placed on institutions focused on infrastructure development and SMEs, particularly those owned by the Youth.

The first SADC Industrialisation Week was commemorated in Matsapha, Swaziland in 2016, with the second one commemorated in Sunninghill, South Africa in 2017.

Dr Humavindu says the SADC Council, in March 2017 in Swaziland, directed the Secretariat in coordination with Member States to intensify engagement with the private sector in order to accelerate the implementation of the SADC Industrialisation Strategy and Roadmap and endorsed that the SADC Industrialisation Week be convened annually, alongside the SADC Ordinary Summit.

WINDHOEK:

The Gateway To Unlimited Opportunities



Windhoek, capital city of Namibia, is the economic, social, political, and cultural centre of Namibia. Nearly every Namibian national enterprise, governmental body, educational and cultural institution is headquartered here. With a population of over 400 000 residents, Windhoek is the most populated city and the heartbeat of Namibia. Ambitious businesses from all over the world look to Windhoek to shape their future. The reason being, Windhoek is a mesmerizing melting pot of various industries, be it, construction, retail, health and financial services, logistics and warehousing. Currently, the city offers attractive opportunities ranging from the servicing of land, low cost housing, renewable energy production, industrial parks development, warehousing and distribution, food processing, numerous tourism prospects including meetings, incentives, conferencing and exhibitions (MICE), just to mention a few. With its pro-business attitude and a growing middle class, Windhoek is the place to live, play and do business.



The city is also strategically located at the epicenter of the country in the Khomas Region where it is linked by world-class road, rail and air networks to other towns, in Namibia and the rest of Africa. Windhoek is connected to the Trans-Kalahari and Trans-Caprivi highways, which link Namibia with the rest of the Southern African Development Community (SADC) countries as well as access to all major world markets through the deep-sea harbour of Walvis Bay. Namibia's political stability and first-rate amenities makes our city *The Gateway to Unlimited Opportunities* into Southern Africa and beyond.

For more information on how to invest in Windhoek, please contact us on invest@windhoekcc.org.na or alternatively call the Manager: Economic Development Division on telephone number +264 - 61 - 290 2163.



City of Windhoek | "SMART & Caring City by 2022"

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The Gateway To Unlimited Opportunities



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The Gateway to Endless Opportunities

Hosea Kutako International Airport revamp to ease congestion

Namibia's flagship Hosea Kutako International Airport (HKIA), in the capital Windhoek, is set to undergo a US\$19 million (about N\$262 million) temporary overhaul aimed at easing congestion at the airport, which has seen an increase in the number of passenger traffic as more international airlines fly to the country.

The latest upgrade is earmarked to begin by mid-2019 once the current procurement procedures have been completed. Areas to be targeted in the upgrade work include the check-in hall, security screening point, arrivals hall and the luggage handling areas. The revamp is expected to have very minimal effect on the current airport operations which will continue as usual.

The current terminal building was constructed in 1985 to handle 250 000 passengers per year. At present, the airport handles nearly a million passengers per annum, as the popularity of Namibia as tourist and business destination continues to rise. Namibia has also recently welcomed an increase in the number of international airlines serving numerous destinations, among them Qatar Airways, KLM, Ethiopian and Eurowings. Emirates, Turkish, Kenya Airways and Lufthansa have reported intention to initiate operations to/from HKIA, an airport currently connecting to over 15 international cities.

The HKIA, which aims to position itself as a gateway to Namibia and the Southern African Development Community (SADC), wants to improve its infrastructure, mainly passenger facilities, as well as its service and operations.

Acting Chief Executive Officer of the Namibia Airports Company (NAC), Albertus Aochamub, underlined that the rapid increase in passenger volumes had made the airport expansion project an urgent one as the terminal could no longer cope with the numbers. The forecast indicates an increase in passenger volumes in the short/mid-term basis (2021-2030), where passenger demand will increase by up to 50%. By 2027-2042 the demand will be doubled.

The plan that the NAC has tabled to Cabinet for funding approval will entail extending the passenger terminal to improve the level of service to passengers and to ac-



Acting Chief Executive Officer of the Namibia Airports Company (NAC), Albertus Aochamub



The interim expansion of the airport, which will be valid for the next five years only, is aimed at easing the immediate congestion and availing more passenger facilities. Passenger volumes will increase in the next five years and we will need to look at a more permanent solution of building a new terminal. We will also look at the possibility of building another runway or extending the existing one,”

-Albertus Aochamub

commodate future capacity providing an IATA “Optimum” level of service, as well as expand the airside to accommodate current and future demand, including apron aircraft parking.

“The departure hall has no business class lounges so we are not serving the airlines well. Business travellers complain that they do not get the amenities that they pay for at our airport,” Aochamub said when he took a group of local journalists on a tour of the facility.

The HKIA immigration access was also limited as there were only two security checkpoints which resulted in congestion and long queues at times. Outside the airport terminal long queues often form when two or three large airlines arrive at the same time, while the baggage collections section currently only has two carousels.

The airport has inadequate retail space which limits the NAC’s revenue generation opportunities.

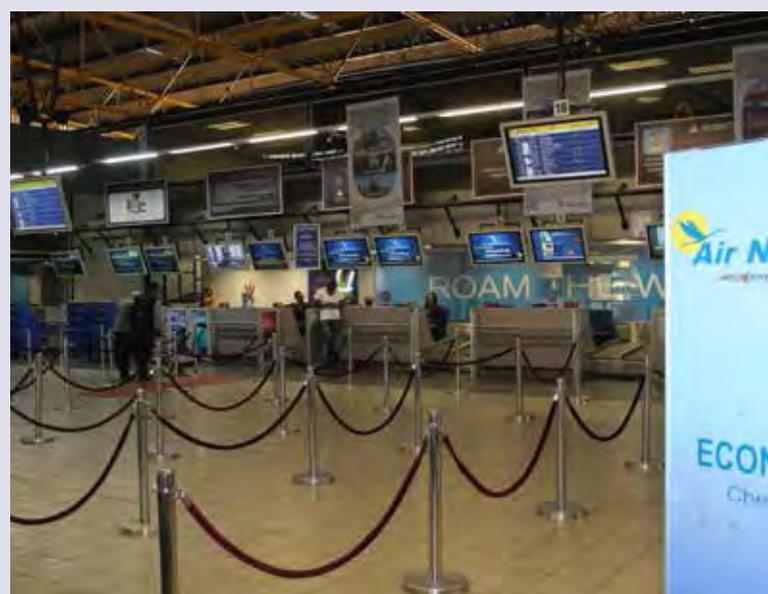
Congestion at HKIA was not only causing discomfort to the passengers but was also creating a number of issues pertaining to the compliance of aviation regulations.

“The interim expansion of the airport, which will be valid for the next five years only, is aimed at easing the immediate congestion and availing more passenger facilities. Passenger volumes will increase in the next five years and we will need to look at a more permanent solution of building a new terminal. We will also look at the possibility of building another runway or extending the existing one,” said the Namibia airports acting CEO.

The NAC is also currently engaged in determining funding options for the new airport terminal and related investments to be considered. The options include, but not limited to, a PPP, Treasury funding, raising money in local currency from local sources against the NAC balance sheet or a mixed-bag funding model.

To fully comply with ICAO rules with respect to the runway-apron separation, two proposals have been tabled. One is to expand the apron to the east for larger aircraft or to build a completely new runway.

To accommodate the demand expected by 2045, intense investment is necessary. Estimates have put the construction of a new HKIA at not less than N\$5 billion.



Hosea Kutako International Airport facilities will soon get an upgrade

TWO DECADES OF PORT EXCELLENCE

ROAD DISTANCE FROM PORT OF WALVIS BAY

LILONGWE 2780 KM
5-6 DAYS

LUMBUMBASHI 2388 KM
4-5 DAYS

HARARE 2297 KM
4 DAYS

LUSAKA 2087 KM
4-5 DAYS

JOHANNESBURG 1772 KM
2 DAYS

LIVINGSTONE 1666 KM
2 DAYS

GABORONE 1498 KM
2 DAYS

LUPINGTON 1204 KM
1 DAY



The Port of Walvis Bay is Namibia's largest commercial Port. It stands as a natural gateway for international trade and is strategically situated along the central coastal region of Namibia, offering direct access to principal shipping routes. The Port receives approximately 4,000 vessel calls per year, handling over 6 million tonnes of cargo. The container terminal accommodates ground slots for 3,875 containers with provision for 424 reefer container plug points, and a capacity to host 355,000 containers per annum.



www.namport.com



Clive Smith, Vice Governor of Rondonia State, Daniel Pereira, Tino Hanabeb and Ricardo Latkani attending the 2018 Brazil Intermodal

Walvis Bay Corridor Group to expand its footprint

Walvis Bay Corridor Group (WBCG) plans to expand its business development offices to the United States of America and Europe.

The group has already set up business development offices in other African countries and South America, acting Chief Executive Officer, Clive Smith said at an information sharing session on Namibia's Logistic Hub Initiative. "We are looking at the possibility to expand our offices in order to grow. This will also be an opportunity for the country to bring in more investors to do business in our country (and the SADC region) rather than using the country as a route to transport their products," he said.

Namibia seeks to promote the country as a gateway for doing business with markets in the SADC region.

The WBCG, a Public Private Partnership (PPP) established in the year 2000 as a service and facilitation centre to promote the benefits of using the Walvis Bay corridors through the port of Walvis Bay to and from South-

ern Africa, currently has offices in Zambia, Democratic Republic of Congo, South Africa and Brazil.

The corridor group identifies opportunities, plans, coordinates, markets and advocates for infrastructure development and the facilitation of trade. Through this unique institutional arrangement as a PPP, the WBCG is a good example of how government and the private sector work together to integrate business potential and utilise transport and trade opportunities. This collaboration is incredibly important for economic development within the SADC region and for the growth of the private sector.

WBCG members include the Ministry of Works and Transport; Ministry of Finance; Ministry of Industrialisation, Trade and SME Development (MITSMED); the Ministry of Home Affairs and Immigration. It also includes the Namibian Ports Authority; Roads Authority; TransNamib Holdings; Walvis Bay Port Users Association; Container Liners Operators Forum; Namibia Logistics Association; Namibia Chamber of Commerce and Industry; Namibia Transporters Association,

the Municipality of Walvis Bay and the Road Fund Administration.

The Walvis Bay Corridors

The **Trans Kalahari Corridor** links the port of Walvis Bay to Botswana's capital, Gaborone, the heartland of South Africa's industrial capital, Gauteng and Zimbabwe. It is perfectly positioned to service the two-way trade between South Africa, Botswana, Zimbabwe, Europe, the Americas and the far East. This corridor allows for 48 hours' transit to and from Gauteng.

The **Walvis Bay-Ndola-Lubumbashi Corridor (WBNLDC)** provides the shortest route between the Namibian west coast Ports of Lüderitz and Walvis Bay and the vital transport hubs of Livingstone, Lusaka and Ndola in Zambia, Lubumbashi (southern DRC), and Zimbabwe. This corridor is perfectly positioned to service the two-way trade between the SADC region and Europe, North and South America and emerging markets in the East. The **Trans-Cunene Corridor** links Walvis Bay's port to southern Angola via Tsumeb and Ondangwa to Oshikango

in Namibia and the Santa Clara border post in Angola. It is perfectly positioned to service the two-way trade between Angola, Namibia, South Africa, Europe, the Americas and the East with the rail line that has been completed up to the Angolan border.

Namibia’s transition into a Logistics Hub

Namibia has a clear vision to become a regional leader in logistics in Southern Africa. The National Development Plan four (NDP4) had identified Logistics as one of the eco-

nomie priorities, an area in which Namibia has a clear competitive advantage. Against this background, Namibia has embarked on a transformation process to establish itself as the ‘Logistics Hub for Southern Africa’.

The Logistics Hub concept entails an intervention process that strives to put in place sustainable institutional arrangements and mechanisms that would ensure the transformation of the port of Walvis Bay and the Walvis Bay Corridors into Economic Corridors for the socio economic growth and develop-

ment of the country. The role of the Ministry of Works and Transport and WBCG (as the PPP entity), will ensure that the future Logistics Hub development process takes place under the auspices of and with the direct involvement of the National Planning Commission.

Turning Transport Corridors into Economic Corridors

In an effort to further support the acceleration of corridor development, the MITSMED, with the support of the Department of Trade and Industry in South Africa, has mandated WBCG to identify ways of attracting investment along the Walvis Bay corridors through the Spatial Development Initiative (SDI) programme. The SDI programme aims to increase the scale of economic activity and improve the diversity of economic activity along these corridors, thereby enhancing the economic growth of the region. The initial focus in terms of economic activities will be on the mining, tourism, manufacturing, agriculture, fisheries and logistics sectors.

Regional stakeholders and partnerships

Regional support to ensure harmonisation of standards, allowing for the smooth flow of trade between borders, is ensured through the establishment of regional committees and partnerships with regional bodies, under which the Trans-Kalahari Corridor Secretariat is made up of government and private sector representatives

**SEA-RAIL (BOTSWANA) (PTY) LTD.
BOTSWANA DRY PORT**



DRY PORT SERVICES

Sea-Rail (Botswana) (Pty) Ltd. is the managing company of Botswana Dry Port in Walvis Bay, Namibia. The Dry Port is open and handling both break-bulk and containerized cargo. It is a bonded facility built on 36,200 sqm of land adjacent to Namport in Walvis Bay, and offers the following services.

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WBCG Brazil BDM with Brazilian investors visiting Namibia on a scouting mission

Development Corridor, WBCG continues to garner more scope with its mandate. The Corridor Group is now a part of the Federation of Clearing and Forwarding Association of Southern Africa steering committee and played a role in eliminating restrictions on Heavy Motor Vehicles.

In the past year, WBCG continued to further consolidate strategic partnerships and played a vital role in the establishment of the African Corridor Management Alliance (ACMA). It invested in capacity building for the logistics industry and offered Pan-African Parliament a perspective on a PPP.

Most recently, four new Ship-to-Shore Container Cranes (STS's) arrived at the port of Walvis Bay. A first of its kind at Namibian ports, these cranes are far more productive than mobile cranes and as such, ship turn-around times are improved.

Read more about the activities of the Walvis Bay Corridor Group at: www.wbcg.com.na

from Namibia, Botswana and South Africa.

The Walvis Bay-Ndola-Lubumbashi Corridor Management Committee, which is a partnership between Namibia, Zambia and DRC was established to address problems, which could impede the smooth movement of goods across the borders along the Walvis Bay-Ndola-Lubumbashi Corridor.

The Port of Walvis Bay is strategically located on the west coast of Africa

serving as a strategic link to Southern Africa's more than 350 million consumers. With Walvis Bay now firmly established as one of the major gateways into Southern Africa, the WBCG continuously seeks to maximise the potential of the corridors to boost the social and economic benefits for Namibia and for the Southern African region as a whole.

With past successes such as the Tripartite Agreement signed by the members of the Walvis Bay-Ndola-Lubumbashi

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NAMIB DUNE EXPLORATION

Partake in this **5-day expedition** to Sossusvlei in the Namib Desert, the world's oldest desert. Sossusvlei, a salt and clay pan, surrounded by high red dunes, located in the southern part of the Namib Desert, in the Namib-Naukluft National Park of Namibia. The name "Sossusvlei" is often used in an extended meaning to refer to the surrounding area (including other neighbouring vleis such as Deadvlei and other high dunes), which is one of the major visitor attractions of Namibia.



Built in an environmentally sensitive manner, primarily from wood, canvas and thatch, in an attractive 'afro-village' style, Sossus Dune Lodge offers guests an evocative and life-changing experience. Situated within the Namib Naukluft Park, guests benefit from being able to reach Sossusvlei before sunrise and stay until after sunset, and on their return after an exhilarating day, relax in the tranquility and splendour of the Namib Desert, under the spectacular African sky.

Go on a **5-day wellness retreat** to our Gross Barmen Resort and get a de-stress treatment. Gross Barmen Resort is located around 100 km from the capital city of Windhoek, nestled on the banks of a tributary of the Swakop River. Set between rows of palm trees, green lawns and many pleasant walks, the resort is ideal for all ages.

Gross Barmen includes facilities for spa & wellness, fitness, recreation, and leisure. The main attraction of the resort is the health and hydro/ medical spa centre, featuring thermal springs and providing a full range of treatments, massages, and health activities for relaxation.



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Join us for an exclusive and fun-packed **7-day tour** of the **Kavango-Zambezi Transfrontier Conservation Area (KAZA TFCA)**. The trip will kick-off in Windhoek on 10 November 2018, and it will last till 16 November 2018. This tour is specially put together for diplomats and executives. The trip will bring you face to face with some of the best that the KAZA world has to offer. This offer includes accommodation, meals, activities, flight tickets and transport from **N\$ 31,300**. Don't miss out on a chance to unwind in the KAZA TFCA, which is home to one of the world's seven natural wonders — Victoria Falls.



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NEARING COMPLETION: The new Walvis Bay container terminal nearing completion.

NamPort inches closer to commissioning of new multi-million dollar Walvis Bay terminal

The Namibia Ports Authority's (NamPort) expanded container terminal that primarily seeks to distinguish and establish Walvis Bay as the logistics hub of choice for the Southern African Development Community is fast nearing completion.

With commissioning pegged for 2019, the terminal on 40 hectares of reclaimed land will increase container handling capacity as well as bulk and break-bulk handling capacities of the port with the existing container terminal transformed into a multi-purpose terminal. Notably and once built, the conversion of the exist-

ing container terminal would open the port up for increased scope to accommodate a wide range of additional bulk cargo vessels and even passenger liners. Confident in progress made, NamPort's Port Engineer, Elzevir Gelderbloem, told Invest Namibia Journal that the construction is at 85 percent completion, a reality that edges Namibia closer to its logistic hub dream as confined in the Regional Infrastructure Development Master Plan (RIDMP).

"Most of the construction will be completed end of 2018 to early 2019. After construction of the engineering, procurement, and construction (EPC) contract

with China Harbour Engineering Company, smaller contracts such as furniture, equipment and others can be concluded together with installation of ICT systems and live training of personnel on systems and equipment,” he said.

According to the authorities at the port, construction progress on the terminal consist of various aspects which includes the dredging works, land reclamation, surface or ground improvement, construction of the retaining wall and storm barrier, paving, installing of essential services, electrical feed, new quay wall, the construction of the new administration block, workshop space, new jetty for passenger liners and the new marina with its storm barrier which most are at a very high level of completion.

“After all of this is done then rigorous commissioning testing of the entire terminal will start with commissioning testing is expected to start mid-2019,” added Gelderbloem.

Withstanding the fact that Walvis Bay port handles approximately 3,000 vessels and five million tonnes of cargo a year, Namibia’s flagship port that also manages container imports, exports, transshipments, and transportation of bulk and break-bulk cargos of various commodities will target the quick turn-around of ships in its logistics and regional integration agenda bearing in mind that, the faster ships can be offloaded, resupplied and reloaded with other goods, the more attractive the port that has this capacity becomes to international shipping lines.

To date, NamPort has acquired four state-of-the-art, ship-to-shore cranes as it continues effort to enhance port efficiency and to meet the demands of container handling once the new container terminal starts operating .The N\$440 million cranes will ensure faster off-loading of containers from ships and quicker turnaround for ships and this will minimise port congestion.

Pursuant of this agenda, a report which was commissioned by the Namibian government and the Japan International

Cooperation Agency (JICA) and prepared by the Southern African Institute for Environmental Assessment in 2015 clearly articulates that good infrastructure and Namibia’s geographical position gives the country huge potential to become an international logistics and distribution centre in Southern Africa.

However it is worth also noting that the report also warns of other adversaries that may impact the birth of the logistics hub with keen interest to unknown risks.

“Even though there are problems associated with the main gateways used at present – Durban and Dar-es -Salaam – Namibia’s logistics sector is still an unknown risk for international business people.

“Implementation of the project is likely to cause both positive and negative impact on the natural and socioeconomic environment of Namibia,” the report acknowledges. On a broader scale, international comparisons show that Namibia is one of the most efficient logistic environment of Southern Africa. With this, many improvements have been made in the last few years on infrastructure, logistics competences and

customs facilitation.

What can also be acknowledged is that Namibia promotes several international transport corridors crossing the country mainly from the port of Walvis Bay. Since Namibian roads along these transport corridors are still in relatively good condition, in particular as compared with International standards, the main challenge remains improvement of cross-border facilitation procedures with which significant progresses has been made to simplify and harmonize custom procedures.

While the corridors of Namibia present wide ranging opportunities in setting Namibia apart as the logistics hub of Southern Africa, NamPort’s terminal capacity increase from 350,000 TEU to 750,000 TEU a year changes Namibia’s logistics dream from a far-fetched one, to one that is within reach.



Most of the construction will be completed end of 2018 to early 2019. After completion of the engineering, procurement, and construction (EPC) contract with China Harbour Engineering Company, smaller contracts such as for suppliers of furniture, equipment and others can be concluded together with installation of ICT systems and live training of personnel on systems and equipment.
- Gelderbloem.



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Overseeing the National Payment and Settlement Systems



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- ◆ We care for each other's well-being, and we value excellence.

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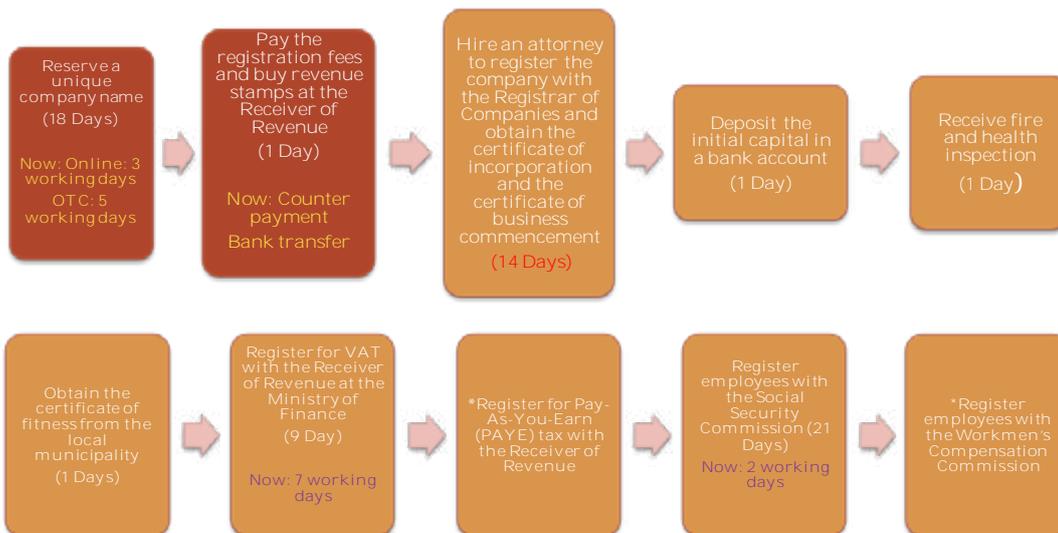
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- **New Offices**
To better serve the citizens, BIPA has opened two new offices in the Khomas region. As from the 1st August 2017, BIPA officers are happy to receive you in Katutura and Windhoek CBD. The offices are located at **14 Shire Street, Wanaheda**, as well as **188 Sam Nujoma Drive, Windhoek**.

The objective of these improvements is to provide better service to the public and business community. These changes will improve the ease of doing business in Namibia. Other key organisations will also be undertaking improvements. Keep an eye out for more details in next month's bulletin.

Starting a Business Procedures



Investors Corner

Do you know how to start your business in Namibia?

First, you should decide what kind of business entity you need and the nature of your business. The kind of business may include Sole Proprietorship, Close Corporation or Company. The nature of the business will depend on the industry sector.

To start your business, you need to complete the business registration procedures with BIPA, tax registration with Inland Revenue Department, employer-employee registration with Social Security Commission.

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African Development Bank (AfDB) boosts Namibia, SADC infrastructure funding



NamPort CEO Bisey Uirab signed on behalf of NamPort, while Ebrima Faal, Regional Director of the AfDB's Southern Africa Resource Center (SARC), represented the Bank.

The African Development Bank (AfDB) continues to play a crucial role in promoting infrastructure development in Namibia (and the SADC region) by funding the new Walvis Bay Port container terminal, as well as rail and road projects.

To date the AfDB has spent an estimated US\$533 million in Namibia

infrastructure development projects.

Dr Mohamed Zaghloul, AfDB Executive Director, said recently that: "The bank's ongoing portfolio in Namibia is estimated at US\$533 million (more than N\$7,1 billion), has more than doubled since 2009, and is at its highest level since the start of bank operations, with strong potential for further growth".

Dr Zaghloul commended the Namibian government for maintaining political stability, good governance and sound macroeconomic management which have anchored the growth trajectory of Namibia's small, open commodity-driven economy. The AfDB executive said he was satisfied with the implementation progress for the Walvis Bay container terminal project.

SADC linkages

“Ongoing government efforts to develop an integrated multi-modal transport network linking the port to landlocked countries in Southern Africa will play a crucial role in advancing Namibia’s ambition to become a logistics hub for trans-shipment, promote economic integration, and strengthen intra-regional trade,” Dr Zagh-loul said.

The AfDB has also committed funding to the Namibian government for logistics and capacity building, complementing the port project loan.

Amadou Oumarou, the AfDB’s Director, Infrastructure and Urban Development says: “Through the Walvis Bay container terminal project which potentially serves up to seven major economies in the SADC region, the AfDB is assisting in the diversification and distribution of port facilities on the South West coast of Africa, and provides the much-needed alternative for the region’s landlocked countries.”

The project will stimulate the development and upgrade of multi-modal transport corridors linking the port to the hinterland while improving the country’s transport and logistics chains. It will also boost competition among the ports and transport corridors in the region with the ripple effect on reductions in transportation costs and increased economic growth.

The projected project outcomes include improvement in port efficiency and increase in cargo volumes by 70% in 2020 as a result of increased trade in the region. The benefits of the project will include among others, the stimulation of inter-regional trade and regional



integration, private sector development, skills transfer and most importantly employment creation, leading to significant economic development and poverty reduction in Namibia, and the SADC region.

Road, railway infrastructure

To help speed up travel and transportation in Namibia, the AfDB has approved a loan of US\$ 153 million to the country to upgrade a 210km stretch of railway in the west of the country. The support will also finance the upgrade of a section of the road from the capital, Windhoek, to its main airport - Hosea Kutako International.

The two interventions are part of the priority projects identified in the government’s Harambee Prosperity Plan, an action plan launched in April 2016, to support priority interventions identified in the Namibian government’s National Development Plans (NDPs).

The upgrading of the railway track between Walvis Bay and Krantzberg will speed up both freight and passenger traffic. The current railway line, of Cape Gauge standard, was last upgraded in the 1960s and, in its current condition with speed

restrictions is an infrastructure bottleneck, resulting in increased transport costs. The upgrading is particularly important because it will involve a direct linkage to Walvis Bay Port, and therefore will speed the passage of goods to and from the port into Namibia and beyond other SADC countries.

After improvement, freight trains will be able to travel at up to 80km/hr and passengers will enjoy speeds of up to 100km/hr. The rail upgrading work will be implemented over three years.

The road to the airport, currently under construction, will be a new dual carriageway with two lanes in each direction, and will incorporate an option for a third lane in the future. The existing road will be retained as an alternative to service local traffic. The Namibian government is co-financing the airport road project.

Namibia recognises that the combination of having direct access to the South Atlantic and a good transport network can improve its competitiveness and desire to become an international logistics hub. It shares borders with Angola, South Africa, Botswana and Zambia, and the latter two countries are landlocked.

TransNamib turn-around critical to Namibia’s logistics hub role

In his address on “Rail as an Integral Part of The Logistics Hub”, at the Logistics Hub Forum held in Windhoek on the 17th July, Deputy Minister of Works and Transport Hon. Sankwasa James Sankwasa raised a fundamental question.

“What is a Logistics Hub in the context of Namibia as a member of SADC?”

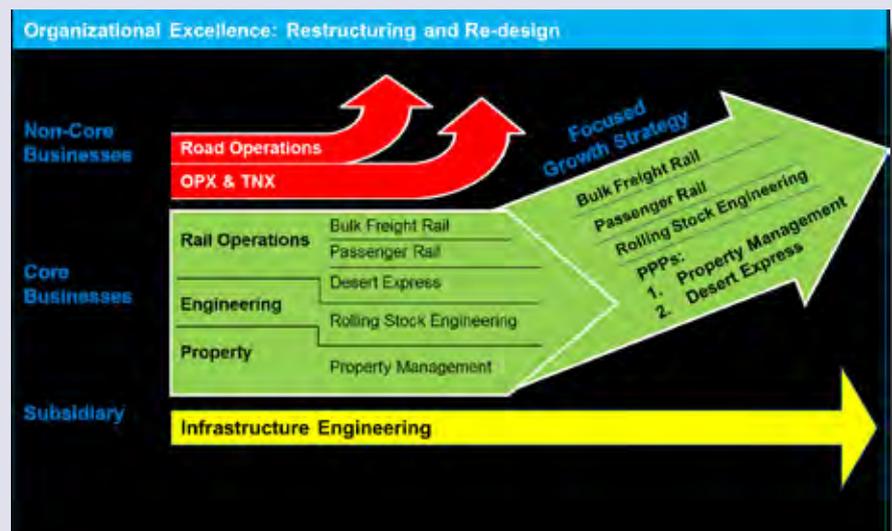
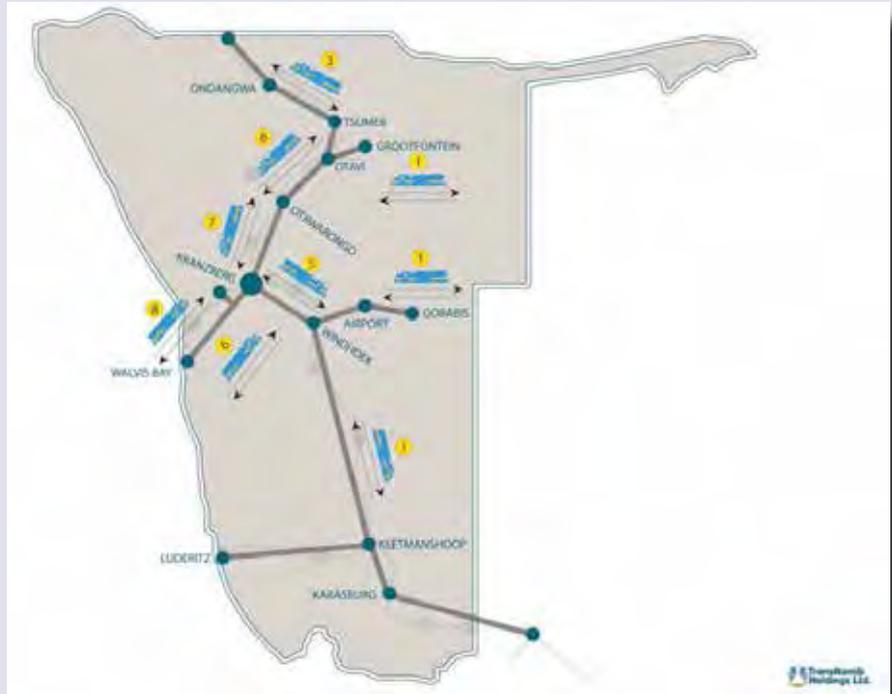
In order to appropriately contextualise the potential of a well-developed rail network in the SADC region, we must consider the impact of rail technology on global industrialisation.

We contend that an efficient rail transport system is critical in enabling Namibia’s function as a SADC logistics hub and that TransNamib, the rail State-owned enterprise of Namibia, is positioning itself favourably to assume this role.

With the appointment earlier this year of new Chief Executive Officer (CEO) Johny Smith and his stated commitment to accountable leadership, investors are now privy to the parastatal’s strategy going forward. This alone will stimulate the much-needed investment into the sector creating a holistic corridor network through the ability of rail to lower costs, transport bulk cargo, increase scale and overall efficiency.

Furthermore, the ability of one train to handle volumes equivalent to 30 trucks on the road implies considerably lower road maintenance costs while improving road safety conditions.

TransNamib’s railway lines stretch from the south (South African border) to the northern part of Namibia (Angolan border) and from the central part of the country to the coastal towns of Swakopmund, Walvis Bay and Lüderitz.



On the eastern and north-eastern side, the railway line stretches up to Gobabis and Grootfontein respectively, providing the potential for multiple modes of transportation to neighbouring coun-

tries, via the Trans-Zambezi, Trans-Cunene and Trans-Kalahari highways. TransNamib promotes developmental initiatives to carry maximum freight task movement on various corridors and strategic locations in the SADC re-



gion, especially in supporting land-locked countries and provision of linkages to harbours for land-locked countries such as Botswana, Zambia and Zimbabwe.

TransNamib’s new business model includes the spinning off of its non-core road operations and assuming an inward focus on rail. The road services traditionally supplemented the rail services by providing onward transport to destinations which were not served by rail.

What remains would then be a focused growth strategy with respect to the following subsidiaries with the latter two ear-marked for public private partnerships:

- Bulk freight, passenger rail and dessert express
- Rolling stock engineering
- Property

The infrastructure engineering subsidiary will also continue to operate as a strategic subsidiary, due to its rail focus and provision of relevant support services.

Through a restructured balance sheet, N\$3



billion capitalisation and the execution of its Integrated Strategic Business Plan the parastatal anticipates that it will break-even by the year 2022 and have doubled freight volumes to be moving to three million tonnes per annum by 2023.

Table below shows TransNamib’s short-term, mid-term and long-term goals

SHORT TERM	MEDIUM TERM	LONG TERM
<ol style="list-style-type: none"> 1. Improve efficiency 2. Customer engagement 3. Streamlining operations 4. Re-look at systems and processes 5. Increase bulk cargo volumes 6. Enhance our property business 	<ol style="list-style-type: none"> 1. Become profitable 2. Strategic partnerships 3. Link passenger to cargo trains 4. Rail heads 5. Commuter services – Windhoek/Okahandja/Reho both/HKIA 6. Re-look at systems and processes 	<ol style="list-style-type: none"> 1. Railway to Zambia 2. Railway to Botswana 3. Create value – Logistics services 4. Explore new technology options 5. Regional linkage and growth

Bremen keen on harbour partnership

A business delegation from the Bremen Business Forum, in Germany, which was led by the President of Bremen's Senate and Mayor Carsten Sieling, has expressed interest in the harbour and logistics infrastructure of the Walvis Bay port.

Bremen views Namibia's largest harbour as paramount because it is developing to become the most important trade zone for goods exchanges into Southern Africa. There is a promising cooperation with the harbour company, the Namibia Ports Authority (NamPort) in Walvis Bay, which has offered a free office to Bremen to begin the cooperation.

The Bremen business delegation which visited Namibia in June comprised of representatives from the fields of logistics, harbour, shipping, plant, electronics, IT, construction industry and infrastructure, energy, service, health and food industries.

Ms Inge Zaamwani-Kamwi, Presidential advisor on Private sector Interface and Constitutional Affairs, in her welcoming remarks to the delegation she said there was need to explore how best to improve the level of exports and imports between Namibia and Germany. Notwithstanding the good political, cultural and social cooperation over the years, Namibian exports to Bremen stand at only 11.2 million euros. Namibia's total exports to Germany currently stand at 144,539,000 million euros, while imports from Germany to Namibia stand at 67,601,000 million euros. The Namibian-German trade volume stands at 212,140,000 million euros.

Zaamwani-Kamwi said business partnership deals between Bremen and Namibian businesses should not only focus on "buying and selling products to each other, but also at how the Bremen businesses can use Namibia, not only as the final destination for products, but as a favorable location to establish industries from which to supply



Members of the Bremen delegation at at business matchmaking session in Windhoek

other Southern and Eastern African markets”.

She said the Namibian Government believes that the private sector is the backbone of the economy and is therefore expected to contribute to the country's socio-economic development agenda through investments, which results in the creation of meaningful jobs and shared prosperity.

“We are acutely aware that in order for businesses to thrive and bring about the expected transformation of the economy, they are dependent on the existence of sound and predictable public policies, good infrastructure as well as an enabling environment.

“In this regard, to facilitate private investment, Government has adopted a number of policy instruments and legislation such as the Public Private Partnership and the Public Procurement Act, which sets out clear rules of engagement. Other initiatives include the unbundling of the energy sector through the provision of off-take agreements to independent power producers, especially in renewable energy sector,” said the Presidential Advisor.

Investment Promotion

Further, Zaamwani-Kamwi pointed out that in order to create an attractive investment environment for doing business, a number of reforms were underway. These include the creation of the Business and Intellectual Property Authority (BIPA) to facilitate online reservation of company names as well as and the introduction of a Sin-



Ms Inge Zaamwani-Kamwi Presidential Advisor

gle Widow and Integrated Client Service Facility.

The Government is also promoting investment in the local manufacturing sector through the ‘Growth at Home’ strategy, with a view to industrialise the economy.

“We foresee this happening through value addition to locally produced raw materials and turning them into intermediary or processed goods. The objective overtime is to substitute imports with high quality locally manufactured products. Agriculture, mining and fisheries sectors are highlighted as the main focus areas around which other sectors will be developed in an integrated manner,” she said.

Namibia has, therefore, welcomed the German businesses to participate in local industrialisation efforts in partnership with Namibian businesses.

“You have the experience, the capital and the technological know-how. The German focus



Dr Carsten Sieling (left) meeting NamPort CEO Bisey Uriab at Walvis Bay

on skills development through vocational training is another area, which is well suited to our current developmental phase. We therefore urge you to consider investing in privately owned technical schools and centers of excellence,” Zaamwani-Kamwi said.



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Fisheries and Marine Resources Minister Hon. Bernhard Esau

Towards a Blue Economy: Namibia looks to SADC for fisheries sector growth

When Namibia launched the Fifth National Development Plan (NDP5) last year, which was closely preceded by the launch of the Harambee Prosperity Plan (HPP) in 2016, these two blueprints, guided by Vision 2030, underpinned a great chunk of developmental priorities on the fisheries sector.

Evidencing this, the fisheries sector in NDP5 commits to critical objectives that seek to drive Namibia towards a blue economy, with regional integration pivotal to this cause. In essence, Namibia has earmarked 2020 as the year in which the country will have implemented a Blue Economy governance and management system that sustainably maximizes economic benefits from marine resources and ensures equitable marine wealth distribution to all Namibians.



The SADC-EU EPA allows Namibian fisheries private sector to source fish from various countries, add value in Namibia, and export it to EU destinations. It also provides for projects to develop SPS (sanitary and phytosanitary standards) capacity of the private sector and the Ministry, as the Competent Authority on this matter

By 2022, Namibia envisages to be the key fisheries and processing hub in the South West Atlantic Ocean through increasing the volume of fish handled, canned or processed in Walvis Bay cumulatively by 40%.

While these objectives are complemented by a strategic plan within the Fisheries Ministry to implement the current 70/30 value addition ratio to the horse mackerel subsector, the Minister of Fisheries and Marine Resources Hon. Bernhard Esau recently affirmed that his Ministry continues to participate actively in several Regional Fisheries Management Organisation's (RFMOs), including SEAFO, ICCAT and BCC.

"I welcome the significant research benefits which we gain from participating in projects under these organisations. Research however must not be seen as an end in itself, but rather as information which should be translated into economic benefits. As a Ministry, we invest a lot in terms of finances and human resources in these organizations, and we need to ensure that there are commensurate economic benefits," he said, signalling Namibia's continued collaboration with regional players to propel the fisheries industry ahead and boost its blue economy agenda.

It is worth noting that in 2017, the Fisheries Ministry concluded fisheries Memorandum of Understanding with the Galician Government, Kingdom of Spain. This agreement was signed in Vigo, which is the main port destination for Namibian fish in the EU. The MoU deals with matters pertaining to fisheries research, fisheries management, collaboration in international fisheries trade, and compliance to international fisheries standards, convention and agreements.

This MoU joins a list of other MoUs that Namibia has already penned several countries particularly those in the region.

These include Angola and DRC, which are aimed at facilitating the development and market access of Namibian fisheries products. On the same note, Namibia also recently finalised a fisheries MoU with South Africa, which is now ready for signing.

At the 2018 annual ministerial address to the fishing industry earlier this year, Hon. Esau re-affirmed Namibia's integration agenda calling on stakeholders to collaborate via these various MoUs.

The fishing industry and all other stakeholders have been urged to take advantage of the provisions in the MoUs, as Namibia seeks to develop the fisheries sector.

Extensively, Namibia together with other SADC countries concluded the Economic Partnership Agreement (EPA) with the European Union, which is now in force. This agreement not only provides continued duty and quota-free market access to EU markets, but also derogations and cumulations on fisheries.

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Furthermore and in line with the sector's objective to strengthen Monitoring, Control and Surveillance (MCS) activities, Namibia acceded to the UN Ports States Measures Agreement (PSMA) and

deposited its instruments with FAO Director General on 18 July 2017. This agreement aims to prevent, deter illegal, unreported and unregulated (IUU) fishing through the implementation of effective port state measures, and thereby to ensure the long-term conservation and sustainable use of living marine resources and ecosystems. Namibia plans to exchange information, through this Agreement, with neighbouring countries in order to further assist in the control, entry and denial into our ports of IUU or foreign vessels. This will help to prevent illegally caught fish from entering international markets through any ports in the SADC region.

With the country having also initiated discussions with Britain at SACU level, in preparation for a trade agreement once BREXIT happens, it is clear that government looks to sail to a blue economy via SADC waters.

It is worth noting that in 2017, the Fisheries Ministry concluded fisheries Memorandum of Understanding with the Galician Government, Kingdom of Spain. This agreement was signed in Vigo, which is the main port destination for Namibian fish in the EU. The MoU deals with matters pertaining to fisheries research, fisheries management, collaboration in international fisheries trade, and compliance to international fisheries standards, convention and agreements.

Namibia's shared economic growth plan

...Policy interventions to embrace private sector

Since the economic storm hit last year, Namibia's economic recovery is proceeding better than expected, albeit at varying speeds for various sectors.

With government looking to address the recession question that lingers against Namibia's infrastructure development as well as equitable growth over the medium term, Finance Minister Hon. Calle Schlettwein has acknowledged that addressing this question and achieving the desired objectives requires institutional leadership in the public and private sector, geared to contributing optimally and jointly to this growth proposition.

"This is a proposition for improved quality of sustainable and inclusive growth, the creation of decent jobs and reduction of poverty and inequalities," said the Minister.

While this proposition requires an enabling environment to be provided for the rules of engagement for partnerships to address infrastructure development in Namibia, government has rightfully responded through various policy interventions that also took note of the fact that N\$41 billion in physical infrastructure funding is required for Namibia to achieve the key targets outlined in the Fifth National Development Plan (NDP5).

Indeed, physical economic infrastructure such as ICT, transport, power or social infrastructure such as water, sanitation, school facilities and hos-

pitals, are all widely considered to be preconditions for industrialisation and economic development.

Government, as a key proponent of a shared growth plan acknowledges that the private sector business expansion and in particular, high-growth SMEs are in search of investible capital and access to finance.

With this in mind, the Public Procurement Act has been enacted coupled with Public Private Partnership legislation as impactful policy reforms.

To complement this, concerns on the key provisions of the national empowerment framework have been addressed alongside similar constraints cited in respect of the National Investment Promotion Act.

"The sources and quality of our growth drivers predominantly relied on consumption demand spurred by expansionary government spending. Government has therefore resolved to realign the national budget by aligning resources away from operational non-priorities to investment on infrastructure and growth enablers, thus emphasizing a more investment-led growth narrative and addressing the needs of the real and services sectors of the economy," Schlettwein said.

In a bid to further propel a shared growth proposition, it is worth noting that the SME Financing Strategy with its mutually reinforcing instruments of Venture Capital Fund, Credit Guarantee Scheme and Mentoring and Coaching Scheme are approved

and preparations are under way to operationalize these instruments in collaboration with the Development Bank of Namibia while amendments to lift the minimum threshold for domestic asset requirements are now due for gazetting and will come into effect by July 2018, after having been considered by the Insurance Advisory Council.

With treasury bills and bonds being ready instruments for investing at appropriate rates of return, a host of other attractive investment opportunities abound and government's pursuit of PPP formations present another channel primed to deliver a portfolio of investment opportunities.

This is so because increased investment in local instruments supports the smooth implementation of Government's fiscal adjustment process.

Extensively further and after lengthy consultations and a drafting process, the legislation for the non-banking financial sector will now be tabled in Parliament.

"I anticipate a spirit of partnership from all industry players to move this reform forward and continually address emerging needs in future considerations. We can only make a meaningful dent on the structural constraints by expanding from the traditional market into the underserved frontier market segments and by embracing developmental policy reforms.

“

This is a proposition for improved quality of sustainable and inclusive growth, the creation of decent jobs and reduction of poverty and inequalities



Finance Minister Hon. Calle Schlettwein

“The financial sector has embraced the Harambee Prosperity Plan and its developmental pillars. We have to continually evaluate the extent to which we contribute to this commitment. This also entails reporting on the voluntary targets set out in the Financial Sector Charter,” Schlettwein stated, in view of leveraging the financial sector for a shared economy.

In affirmation, Standard Bank’s Head of Public Sector and Market Intelligence Titus Ndove reiterated that the current investment on infrastructure by the government is in itself not sufficient and as a country Namibia can no longer solely rely on government to close the funding gap that exists in the way of infrastructure investment.

“The private sector has a pivotal intervention role to play to close or bridge the country’s infrastructure gap and support government. Namibia is already on the right path with regard to undertaking the necessary reform to attract the private sector through public-private partnerships (PPPs), the procurement legislation and the private sector efficiency,” said Ndove.



President Geingob signs the African Continental Free Trade Area agreement

Namibia’s approach towards ratifying African Continental Free Trade Area

Namibia’s endeavour to ratify the African Continental Free Trade Area (AfCFTA) hinges on a conflux of factors, with consultation and evaluation of the opportunity costs key to a decision that remains imminent.

With regional and continental integration featuring high up in the national priority list, Namibia has adopted a different approach with the view that Africa has seen so many proclamations remain a dead letter, so many commitments without practical execution that doubt has engulfed the commitment enshrined in trade deals.

In essence, the US\$3 trillion continental free-trade zone, encom-

passing 1.2 billion people which was given a green light by African leaders at a special African Union Summit in Kigali, Rwanda earlier this year, gives preference to ‘Made in Africa’ goods and an integral part of the broader African integration and development agenda, as expounded in Agenda 2063.

For Namibia and Africa at large, it represents an important achievement in the fulfilment of the Pan-African aspirations of the founding fathers of the OAU, who wished for a united and peaceful Africa, enjoying inclusive growth, sustainable development and socio-economic prosperity.

It is worth noting that apart from

Nigeria which is yet to declare its intent to sign together with other African nations; Namibia declared its intent at the 31st AU Summit in Nouakchott, Mauritania together with powerhouse, South Africa.

“Namibia should be part of this effort holding great potential for the integration of our economies in global trade,” President Geingob said after declaring the nation’s intent to ratify the deal.

With this positive flow of events however, just four countries – Rwanda, Kenya, Ghana and Niger, have so far submitted their instruments of ratification to the Treaty of the African Union Secretariat in Addis, Ethiopia.



Namibia should be part of this effort holding great potential for the integration of our economies in global trade,”
President Hage Geingob

In response, the African Union has set December 20 as the target to have at least 30 African countries to have ratified AfCTA despite the fact that only 22 countries are required to sign before the agreement comes into force.

Indeed, signatories are now beginning the ratification process, while also looking at the technical work needed to make the area a reality. However, analysts note that many steps remain before the deal can be fully ratified and implemented.

Before the agreement can take effect, negotiators need to prepare a list of product-specific rules of origin, determine how several aspects of modalities regarding both goods and services will be applied in practice, and develop and agree on their respective schedules of commitments.

If successfully implemented, analysts say that the agreement could increase economic diversification and intracontinental trade significantly. A widely cited UN Economic Commission for Africa (UNECA) study from 2012 shows that the AfCFTA could lead to a 52 percent increase above the baseline in intra-African trade flows by 2022.

As Namibia and the region focus on modalities, August has been set for a second round of negotiations that will focus on competition, investment, and intellectual property rights. Officials and experts say that they hope that the agreement can enter into force 9-12 months from its signing, with relevant committees being established in January 2019.

“Ratification of CFTA is only the beginning. To make sure countries benefit from the maximum outcomes, it means that implementation will have to be accelerated through a strong strategy,” said Emmanuel Nnadozie, Executive Secretary of the African Capacity Building Foundation.

Critical to Namibia’s race to ratify is the fact that Africa already has an alphabet soup of competing and overlapping trade zones — ECOWAS in the west, EAC in the east, SADC in the South and COMESA in the East and South — with only the EAC, driven mainly by Kenya, having made significant progress towards a common market in goods and services.

Currently, African countries only do about 16 percent of their business with each other, the smallest amount of intra-regional trade compared to Latin America, Asia,

North America and Europe.

And with average tariffs of 6.1 percent, businesses currently pay higher tariffs when they export within Africa than when they export outside it, according to the AU.

These issues all provide an opportunity for Namibia to clearly evaluate further and ascertain its bid to ratify.

In his speech on institutional reforms of the African Union at the 31st Ordinary Session of the Assembly of African Union (AU) recently, President Paul Kagame of Rwanda said the deal is to become a reality before much longer and that the cloud of doubt was beginning to disappear.

“Our partners welcomed the Continental Free Trade Area, in part because they doubted it would ever be implemented. Our track record provided ample evidence for that.

“As that perception increasingly proves to be out dated, interests will be recalculated. This is where the reform’s emphasis of speaking with one voice as a continent will emerge as perhaps the most important provision of all.”

Namibia, Turkey seek to increase trade volumes

A Turkish business delegation visited Namibia early in June to further explore the Namibian business opportunities between the two countries.

The Turkey-Namibia Business Council also held its first meeting aimed at exploring possible partnership areas and future activities of the Council, in line with the Memorandum of Understanding signed during the Invest in Namibia Conference held in 2016, Windhoek

The volume of trade between Turkey and Namibia stood at US\$56 million in 2017. Turkish Ambassador to Namibia H.E Berin Tulun said this value did not reflect the real trade potential between the two countries.

“The new partnerships can be created by sharing developed know-how on agriculture, agro-processing technologies, tourism, construction, automotive , components, machinery, textile, health and manufacturing industries,” she said.

“If we will work hard, hand in hand, we could create an environment which will enable us to get a satisfactory outcome. B2B (business to business) contacts always give many fruitful results than the political dialogues between countries. I hope the business people of our countries will be able to forge a productive partnership via Turkey-Namibia Business Council on the basis of win-win principle,” said the Turkish ambassador.

The Turkish business delegation explored opportunities in the Namibian meat and meat products, food products, cold storage, health, tourism, and infrastructure sectors (roads, bridges, airport, harbour and port).



Turkish ambassador to Namibia H.E Berin Tulun



Acting CEO of the Namibia Chamber of Commerce, Charity Mwiya

The Namibia Investment Centre (NIC) Deputy Director Angela Dau-Pretorius said the business-matchmaking session was aimed at providing Namibian entrepreneurs and companies with a platform to engage their Turkish counterparts on areas of possible collaboration.

“Namibia continues to establish herself as one of the ideal investment location on the African continent and the untapped potential that the country holds could enable it to be an interesting investment attraction. Namibia enjoys one of the strongest and most favourable business environment, sound infrastructure, and good services in the region as well as policy stability. The Government’s strength in maintaining peace, economic and social stability as well as ensuring strong adherence to the rule of law underscores the commitment of Namibia to create a business friendly nation,” said the deputy director at NIC. Southern Africa, and more specifically Namibia, she said, needs these economic relations and business affiliations to provide fertile ground not only for foreign direct investment (FDI), but con-

sequently for economic development which includes technological transfer, skills development, job creation, value addition and industrialisation.

“Namibia is a vast country with enormous natural resources, however her economy is largely still undiversified. We believe that a beneficiation strategy to process all our primary products, especially with regard to the Mining and Agricultural sector, will benefit our economy significantly. It will increase the countries processed industrial output and create employment in factories and manufacturing plants. We believe that a broad based economic growth is paramount to the country’s development and the industrialisation process,” said Dau-Pretorius.

Further more, not only was Namibia looking to expand the volume of bilateral trade, but also promoting Namibia as a gateway for doing business with larger



Some members of the Turkey-Namibia Business Council during their first meeting in Windhoek

markets in the SADC region.

“Companies who plan to invest or set up their headquarters in Namibia are making a wise investment, as the

stable climate that the country provides will ensure long term success and potential for expansion into the region and the continent at large,” she said.



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Measuring key for Agile, and Effective Logistics and Supply Chain Performance



BY PROFESSOR KENNETH K ODERO

Performance measurement of any economic activity is considered valuable for a number of reasons. It allows for gauging the rate of return on investment. It enables continuous (strategic, financial, production, demand, revenue, scenario) planning for more informed decision making. It enhances collaboration within, and across, organisational boundaries, et cetera.

‘You cannot plan (let alone manage) that which you do not measure’ is an old adage, but nevertheless relevant for highlighting the functionality and importance of measurement, in general, and relevant, and high quality data in particular. To be sure, it is not only measuring per se that is important, equally so, is what is measured! Let us use an example to illustrate the point.

A standard economic measure of most activities is their aggregate contribution to the Gross Domestic Product (GDP): The higher the contribution the greater its perceived role. However, the “contribution” of logistics to



To put this into perspective, a key policy objective of Namibia is to become a “logistics nation” by 2025. This goal is well articulated in the Fourth National Development Plan (NDP 4), as well as in the 2015 Master Plan for Development of an International Logistics Hub for Southern Africa Development Community (SADC) Countries in the Republic of Namibia.

the economy (i.e., its % of GDP) ideally should be as low as possible for an economy to be considered competitive. According to this counter intuitive interpretation of logistics' contribution to the GDP, optimisation of logistics (as well as the supply chain) is seen not just the right thing to do, but also desirable. This can be explained by the fact that logistics is a cost carrying activity, as such, minimising logistics cost is a strategic policy objective.

To put this into perspective, a key policy objective of Namibia is to become a “logistics nation” by 2025. This goal is well articulated in the Fourth National Development Plan (NDP 4), as well as in the 2015 Master Plan for Development of an International Logistics Hub for Southern Africa Development Community (SADC) Countries in the Republic of Namibia. The key ingredient identified for the attainment of the desired status of a logistics nation was that Namibia has “to make the most of its geographical advantages and streamline the whole logistics system by shortening the lead-time for cargo transit and reducing the handling cost in freight transport”.

Arising from the above perspective, the natural question to ask is what is happening to the lead time for cargo transit, and the handling cost in freight transport? The answers to both questions pre-suppose a mechanism for continuously measuring the trend (read performance), over time, of these among other logistics and supply chain performance metrics.

In other words, Namibia’s ability to attract higher volumes of transit cargo, both to and from her land-locked or infrastructure deficient neighbours (Angola, Botswana, Malawi, Zambia and Zimbabwe), very much depends on how efficiently the logistics system performs relative to South Africa’s (the main competitor) in terms of lead time and freight handling cost (i.e., logistics cost), among other metrics.

Thus, measuring logistics costs and supply chain performance is an absolute imperative. The justification or rationale for this is straight forward. In today’s competitive and integrated global marketplace, excellent performance of national logistics and supply chains is a differentiator in terms of competitiveness. Arguably, it will enhance the prospects of an international logistics hub for SADC in Namibia that contributes to making the region more competitive in the global market, generating positive multiplier effects in the national economy, and creating skilled jobs while reducing income inequalities. This will not only attract additional investments, it will also promote much needed sustainable economic growth.

Towards this end, the Namibia University of Science and Technology (NUST) has partnered with the Walvis Bay Corridor Group with support from the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH to measure macro level logistics and supply chain performance in Namibia. The results of this exercise will be published annually in the State of Logistics Report. The maiden issue is expected to be published in the last quarter of this year. This will usher Namibia into the league of nations that include Finland, South Africa and the United States, among others, who regularly publish their own versions of the State of Logistics Report. The value of the Namibia State of Logistics Report should be seen in the context of strengthening implementation, and realisation, of an agile, competitive, smart, and sustainable international logistics hub in Namibia.

The Namibian-German Centre for Logistics (NGCL) at NUST is responsible for co-ordinating the research programme on measuring nation logistics and supply chain performance and preparing the report.

*** Prof. Kenneth Odero is Associate Professor at the Namibian German Institute for Logistics, at the Namibia University of Science and Technology**



Development Bank boosts Namibia energy infrastructure



Jerome Mutumba, DBN Head of Marketing and Corporate Communication

The Development Bank of Namibia (DBN) has sought to address the deficit in the country's energy generation capacity by providing financing for privately owned renewable energy generation plants.

Namibia currently imports about 60 percent of its electricity from its neighbours.

DBN Head of Marketing and Corporate Communications, Jerome Mutumba, says energy imports place Namibia at a disadvantage, as the country is dependent on pricing offered by exporters of power. Costs are subsequently passed on to users of electricity. In the case of enter-

prises, this drives up the cost of production.

Mutumba says as the Southern African sub-continent industrialises, there will be a greater requirement for electricity. Although gas generation is being developed, it is not yet clear if the combined capacity of institutional generators of various forms of electricity will match demand. There may be lags in installing of capacity, delays in implementation of cross-border distribution agreements and, if the objectives of socio-economic development prove fruitful, further gaps in generation capacity may emerge, he cautions.

Privately owned renewable sources

of electricity offer enterprises cost control as well as a buffer against shortfalls.

The DBN is seeking to expand its involvement in financing renewable energy generation systems, having already pioneered financing in this sector by backing Namibia's first solar project under a Power Purchase Agreement constructed at Omburu, outside Omaruru, by InnoSun Energy.

The DBN is a trusted provider of finance, with strong risk management, having advanced N\$7.7 billion in loans since 31 March 2018.

DBN recently financed the SunEQ

renewable energy plant, a 5 megawatt (MW) solar plant which was established by a consortium of private companies to provide power to Ohorongo Cement, the country's largest cement producer.

Based on sustainability of Ohorongo, and its power requirements, the Development Bank was able to provide the majority of finance for SunEQ with the knowledge that the solar plant will be viable. The new source of power gives both Ohorongo Cement and SunEQ greater control of costs in terms of the agreement signed between the two companies and Ohorongo Cement has a greater measure of security in sustainability of its production.

Predictable costing, and associated cost containment, make the beneficiaries of solar energy more competitive and efficient, Mutumba adds.

DBN's vision of privately owned solar generation is not restricted to heavy industrial users. A significant number of commercial properties and private entities, including retail facilities, are increasing their use of solar power.

An enterprise that operates offices from a purpose built office or a residence converted to an office can also improve its cost efficiency with solar

panels.

Subject to the value of savings on electricity, as well as the financial sustainability of the enterprise, the bank has the ability to provide finance for solar power to all sizes of enterprises, ranging from SMEs to heavy industrial users such as mines and manufacturers. The same, he says, holds true for parastatals and government users.

Solar power, Mutumba says, is a resource which is beginning to make an impact in Namibia, however it is still nascent and has yet to come of age and DBN will light the way.

He urges enterprises to contact the Bank with applications for finance and concludes by saying that applicants will find that the bank has a sunny disposition in this regard.

Mining infrastructure finance

Recently, the DBN stepped up its financing for projects in the mining sector, quarrying and related industries as it views the sector as key to the country's economic prosperity.

DBN Head of Business Development Heike Scholtz said the bank was targeting this sector because of its multiplier effect in the Namibian

economy.

"The Development Bank of Namibia views the mining sector, quarrying and related industries as economic components that are vital to ongoing economic activities in Namibia, by creating employment and generating revenue. Mining is also a key forex earner and has huge potential for value addition, while its impact on infrastructure development is significant," she said.

With the new financing initiative DBN also aims to support local beneficiation projects in the mining sector.

Scholtz said the DBN aims to finance and support new enterprises, infrastructure development and upstream and downstream enterprises.

DBN finance will seek to support growth of capacity in the mining sector, infrastructure and utilities that will help the sector to continue to complement Namibia's socio-economic gains.

Enterprises that support the mining sector, such as engineering, transport and logistics, commercial services and contractors, will be eligible for DBN financing as long as they meet the bank's financing requirements.

PIONEERING PROJECT: The Omburu solar plant near Omaruru constructed by InnoSun energy with support from the DBN





Airbus A319 to be used for West Africa operations

Air Namibia returns to West Africa, adds Lagos

Air Namibia marked its return to West Africa by introducing a new route linking Windhoek to Lagos (Nigeria) and Accra (Ghana), effective 29 June, 2018.

The airline previously operated a direct flight between Windhoek and Accra, but the service was suspended in 2013.

Now Air Namibia is hoping to have good traffic and generate good revenue from the combination of passengers and cargo moving between Lagos and Accra. It is also hoping to feed that traffic to Southern Africa destinations through Windhoek.

The new route, which Air Namibia believes will provide a direct connection between Namibia and ECOWAS member countries, operates four times a week (Sunday, Monday, Wednesday & Friday from Windhoek). The route provides a smooth and convenient connections inbound and outbound to the airline's regional flights, connecting West



This much needed service gives our passengers a better alternative travel option, reducing travel times between Namibia and West Africa by more than 60%. We are happy to introduce our award winning service in this market and we have received positive feedback on the launch of this new route

Africa via Windhoek to and from Johannesburg, Cape Town, Luanda, Harare, Lusaka, Victoria Falls, Gaborone, Walvis Bay, Durban and beyond. The new service will have an added advantage of reducing travelling time to West Africa by up to 60 per cent. Flight time from Windhoek to Accra is about 6 hours.

And to prove its popularity the inaugural flight to West Africa was fully subscribed several weeks ahead of its 29 June 2018 take off.

Air Namibia says the addition of West Africa to its itinerary fits in well with the growing business and increases the airline's footprint on the African continent.

"We are happy to introduce our award-winning service in this market, and we are already receiving positive feedback on the launch of this new route," says Air Namibia acting Managing Director Advocate Mandi Samson.

"The operation fits within our existing capacity in terms of aircraft and crew, improving the utilisation rates of these resources, while increasing revenue generating opportunities, especially as it means we are entering Africa's largest regional air travel market."

Air Namibia will service this new route using its Airbus A319-100 aircraft, offering a seat configuration of 16 business class and 96 economy class seats, with two tonnes of cargo space.

The routing will be Windhoek-Lagos-Accra, and the return will be Accra-Lagos-Windhoek. The operation will utilise the fifth freedom traffic rights granted by the Ghanaian and Nigerian Governments, as contained in the existing Bilateral Air Service Agreements.

"We are grateful to the Namibian, Ghanaian and Nigerian governments for the commitment to promote easy access and the much needed improved levels of mobility on the continent, which will help promote intra-Africa trade and tourism flows," says Xavier Masule, General Manager for Commercial Services at Air Namibia.

Air Namibia anticipates closing a gap in the market by competitively connecting



Air Namibia crew ready for new route to West Africa

Southern Africa to West Africa within less than 6 hours.

Air Namibia recently appointed APG Network as its sales representatives in both Nigeria and Ghana to provide full sales and marketing services, as well as call centre and customer care services on behalf of Air Namibia in the two countries.

Juanita Klassen, Air Namibia's Manager for GSA and Offline Markets says: "We are happy for having established this relationship with the APG Network, as we can use their extensive experience in the field of aviation as a key global player in the airline distribution environment, offering out-

sourced services such as passenger sales and marketing, reservations, Air Namibia can benefit and is positioned to make its West Africa operations a success." The move by Air Namibia to breath new life into these two new routes is welcomed by both the Ghanaian and Nigerian communities.

Former High Commissioner of Ghana to Namibia and Botswana, Alhaji Abdul-Rahman Harruna Attah was full of praise for Namibia's beef and fish industries and said with Air Namibia's reintroduction of the Accra-Windhoek flight, Ghanaians now had a direct access to sample these Namibian product.



Workers process fish in the Etosha Factory, one of the foremost round-can production

Etosha Fishing: Leading value

Etosha Fishing Corporation, one of Namibia's leading fish processing companies, remains confident about its future and continues to invest in infrastructure and product development. This is despite some uncertainty in the local fishing industry as 95% of local fishing rights are due to expire at the end of 2018.

"We need an aggressive plan for local manufacturing. The opportunity for growth is there, across the board," says Etosha Fishing Corporation Managing Director Pieter Greeff. He is also the Board Chairperson of Team Namibia, a private sector initiative focused on promoting Namibian products and services in support of the country's national objective of sustained economic growth at home.

Namibia has one of the most productive fishing grounds in the world and its territorial water contains around 20 different species such as pilchard, anchovy and horse mackerel, as well as lobster, hake and monkfish. This sector has grown to become the country's second biggest export earner after mining. It is also the third largest contributor to GDP.

Etosha Fishing Corporation, first known as the Walvis Bay Canning Company, pioneered Namibia's fishing industry in the 1940s with the country's first fishmeal and canning plant. Today the company is a leading player in the Namibian fishing industry and considered to be one of the foremost round-can production facilities in the world. It is based in Namibia's main port city of Walvis Bay and is the country's only remaining operational cannery. A dwindling

pelagic resource forced the closure of the only other cannery in 2017. At present there is a three year moratorium on the catch of pilchards to facilitate the recovery of stocks.

"There exists an opportunity in the Namibian fishing industry for further value creation by finding innovative solutions such as alternative uses of fish products. We cannot allow challenges such as this to put our business on hold.

We need to aggressively tackle our country's development plans in support of value addition, job creation and poverty reduction," says Greeff.

Namibia's fisheries sector total landings range between 510,000 metric tons (MT) and 550,000 MT annually, with pilchard catches at only about 3%, which traditionally formed the



facilities in the world and the country's only existing operational cannery

addition in Namibia's fishing industry

mainstay of the local canning industry. In sharp contrast, horse mackerel makes up about 65% of total landings, but until recently lacked innovation in terms of value addition.

In response to this challenge and in line with a Government directive for more value addition in the fishing sector, Etosha Fishing broke ground in 2013 with the introduction of Namibia's first canned horse mackerel product range called EFUTA Maas-banker.

It was the first Namibian canned product to receive the Namibian Standards Institution's Mark of Conformity endorsement. It is also Halaal certified and is a proudly Namibian product displaying the Team Namibia logo.

The product range, which includes

tomato, chilli and brine flavours, was successfully introduced to the Namibian retail market in 2014 and showed tremendous uptake, with sales increasing from an initial 80,000 trays (960,000 cans) sold in the first year to an estimated 400,000 trays (4.8 million cans) sold annually at present.

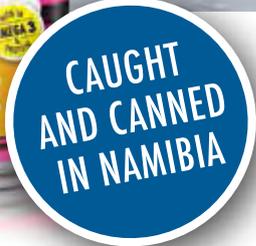
To further sustain operations, Etosha Fishing has imported in excess of 50,000 metric tons of frozen pilchards for processing on local soil since 2010. The company currently cans pilchards for the well-known Glenryck South Africa and Lucky Star pilchard brands.

In recent years the company also made substantial investments in thawing equipment in order to process the imported frozen pilchards

more efficiently and it continues to invest heavily in product innovation. It recently launched its EFUTA Maas-banker curry flavour product and testing of a minced horse mackerel product is also currently under way. An on-shore facility to freeze horse mackerel is also in the pipeline.

Despite the current uncertainty in the local fishing industry owing to various factors, the future remains optimistic.

In his Ministerial address to the fishing industry at the start of the year, Fisheries and Marine Resources Minister Bernard Esau underlined the various opportunities for investment in the Namibian fisheries value chain. These include fish processing, logistics and supplies, in which investors from landlocked SADC countries could also partake.



GOODNESS FROM THE SEA

EFUTA is canned under the highest quality standards ensuring goodness from the sea. High in Omega-3 fatty acids and protein, our canned horse mackerel products provide a nutritious meal at an affordable price.

Etosha Fishing is a leading player in the Namibian fishing industry and considered to be one of the foremost round-can production facilities in the world. The company subscribes to the vision "excellence in food processing" and operates under HACCP compliance and EU accreditation. All products also comply with National Regulator for Compulsory Specifications (NRCS) and Namibian Standards Institution (NSI) regulations and standards.



Trade enquiries: Tel: +264 (0)64 215 600 · info@etoshafish.com.na

Produced in Namibia by



Finland businesses target Namibian joint-venture opportunities

The Embassy of Finland recently hosted a ‘Doing Business with Finland’ seminar in Namibia. The event attracted more than 100 participants and 30 “business matches” were made between Finnish and Namibian companies.

Finnpartnership, a Finnish organisation financed by the Ministry for Foreign Affairs, coordinated the business matchmaking, together with the Namibian Chamber of Commerce and Industry (NCCI) which identified local players in the various sectors. Finnpartnership, which is managed by Development Finance Institution, Finnfund, has over the years coordinated business partnership initiatives from developing countries for Finnish companies to collaborate with.

Areas of focus during the seminar were Agriculture, Cleantech, Education and Information & Communication Technology.

“We wish to build bridges between Finnish and Namibian companies and organisations. If we are successful, it will have an impact on the economy in both countries,” said Finnish Ambassador to Namibia H.E Pirkko-Liisa Kyöstiä.

Finland has one of the most robust agriculture sectors in Europe although the country’s growing season is short. Dairy farming is the largest agricultural sector in terms of turnover. The agricultural sales revenue total was EUR 2.2 billion, of which milk accounts for 40 percent.

Finland is also renowned for its agriculture know how and its grain is in demand worldwide, thanks to its special characteristics and quality. The country is one of the biggest producers and exporters of oats in the world.



Namibian business people listen to presentations from Finnish companies



Finnish and Namibian business representatives in discussion during the matchmaking session



Kapana competition propels jobless young chef to new heights

Eli Abel was born and raised in Windhoek. Before he entered the Nedbank Kapana Cook Off competition in 2017, he was jobless. His friend, who was aware of his talents as a Chef, encouraged him to enter the competition which has now transformed the young chef's life forever.

After winning the professional Chefs category in the Kapana Cook Off competition, Abel's life has now changed for the better, as he now co-owns, with his business partner, Patric, and is chef Mad Chef (M.C.) and Chillar, an eatery based in the northern town of Ongwediva. Their slogan is 'A Mad Restaurant - Every day a new meal' and they offer a unique food journey.

The all-round restaurant serves African, French, German, Asian and Italian cuisine. Chef Abel refers to himself as the "mad chef" and his partner Patric as the "crazy chef" – which ties in well with their slogan.

In preparation for his participation in the Kapana Cook Off competition, Chef Abel visited the *Omataras* (open markets) to witness first-hand and study what *kapana* really is. *Kapana* is fresh meat prepared on an open fire, often with no ingredients added to it. It's a very popular 'fast food' in Namibia, which visitors to the country are always eager to sample.

Chef Abel drew his inspiration from the fresh ingredients and the open markets to help push him over the edge for the cooking competition. When he was announced the winner, he was overwhelmed with joy: "I felt like a one and not a zero, which was how I felt for awhile before the competition," the chef recalls.

The Nedbank Kapana Cook Off competition ushered in a new dawn for Chef Abel and it helped elevate him further and changed his life. The breakthrough he got helped him get started with Mad Chef (M.C) and with the help of a benefactor.

Chef Abel is of the opinion that the Kapana Cook Off competition is a brilliant platform to showcase raw Namibian culinary talent.



Chef Eli Abel

"I would encourage other chefs to enter the competition not because of the winning, but the networking, the experience and the lessons," he relates.

Chef Abel's journey to becoming a fully-fledged chef has not been a glamorous fairy tale dream come true. He started from the very bottom and worked his way up. "I started as a mop boy working with Chef Jona Levi at Rent a Chef," he reflects on his culinary journey. He then went to the South African Chefs Acad-



Chef Abel with his business partner, Patric. The two co-own Mad Chef (M.C.) Chillar, an eatery based in the northern town of Ongwediva



emy in Cape Town to try and further develop his cooking skills.

“I was homeless for two weeks while I was in Cape Town, but that drove me to do better,” he says as he reflects back on the tough times he went through.

In his career, Chef Abel has not shied away from getting his hands dirty. “I went as far as working on a mine, I’ve worked at the Raft (restaurant),

I have catered for the Mad Max movie, I opened the Mango guest-house kitchen, Jeli Deli at Ongwediva MediPark and now I’m here at Mad Chef and Chillar,” he recounts.

His first real breakthrough came when he got a job at the Oshakati Country Hotel, in northern Namibia.

He is passionate when he speaks about Namibian cuisine. “What I like most about kapana and Namibian

food is the simplicity from raw to cooked food and just how yummy and how full it makes you,” he says.

Chef Abel, who dreamt of becoming a pastor in his youthful days, sees his new career path as a chef and restaurant owner as his sanctuary.

“It’s my passion, my safe place, my comfort zone; it is where I believe I am my true self, where I am fully understood,” says.

Investment through Partnerships

BY DANNY MEYER

Officials do a good sales job to mesmerize potential foreign investors into exploring opportunities in Namibia's extractive mining industry and when it comes to value addition, motor vehicle assembly, mega agricultural projects and large scale manufacturing.

Smaller investment possibilities in specialized goods and services, and partnership opportunities with local entrepreneurs, hardly ever feature on the investment promotion radar screen. They warrant further investigation by investors.

As for value add investors tend to explore manufacturing opportunities for goods easily sold into neighbouring Angola and South Africa, two of Southern Africa's largest economies. Both countries are poised to grow their economies, following political leadership changes last year.

Goods made in Namibia enter South Africa with minimal restriction due to the country's membership of the Southern Africa Customs Union (SACU). Five Southern African countries are members of Windhoek-headquartered SACU, the world's oldest customs union, established way back in 1910. They are Botswana, Lesotho, Namibia, South Africa and Swaziland.

SACU has a collective population exceeding 60 million, the highest per capita GDP in comparison to any other economic zone or region on the African continent, and covers a large chunk of the geographical region's surface area.



Danny Meyer

There is room for improvement, but the infrastructure in terms of roads, harbours, airports and utilities in SACU, is unmatched in other parts of the continent and serves as an added attraction for investors. The same applies to the level of banking, insurance and other financial services.

Excluding Botswana, the other four member countries of SACU are all members of the Common Monetary Area (CMA). This makes Namibia another attractive investment location. There is minimal money movement regulatory bureaucracy or foreign currency exchange control. Like Lesotho and

Swaziland, the local currency of Namibia is directly linked with and its value is pegged to, the South Africa's Rand.

As for Angola, that country has a long standing bilateral trading arrangement with Namibia, which facilitates easy entry for exporters. In addition, Angola like Namibia is a Southern African Development Community (SADC) member state.

Although much remains to be done, there has been progress as it pertains to easing trade flows between SADC member states. Given time, once politicians and technocrats address impending

challenges, this will open up the lucrative SADC market with over 220 million people, for foreign investors and become their launch pad to sell goods and services into the SADC region.

So given its geographical closeness to South Africa and Angola, together with the attraction derived from SADC, SACU and CMA membership, Namibia appeals to foreign investors.

But not all potential investors have deep pockets. That wherewithal, in terms of funds required to venture into mining or mineral extraction, large scale grapes, dates and beef farming, setting-up a vehicle assembly plant or establishing a large scale manufacturing operation.

Small punters or foreigners with less cash to invest should not be deterred as business opportunities abound in Namibia and there are many local firms who are export ready. The country offers business opportunities for even those with a smaller investment appetite.

Foreign investors tend to go it alone finding language and other barriers, perceived or real, such as customs, tradition, approach to work and the

way locals go about doing business, difficult to grasp, understand or come to grips with.

The benefit of local knowledge makes it easier to get started, so there is merit in exploring a partnership arrangement with a local entrepreneur who has a proven track record of business success.

Resulting from Namibia's historical past, newcomers to business find it difficult to access funds needed to grow in a conservative and security based banking environment. Budding entrepreneurs cannot call on parents or relatives for help, when it comes to providing the collateral that banks and funding institutions seek. Family, who spent their working lives as labourers or low ranking civil servants, had no chance to accumulate wealth or buy tangible assets.

This inability to access funds by borrowing to grow business offers attractive investment opportunities for foreigners. In reality becomes a win-win for the local entrepreneur and the foreign investor.

For the local with a business on a growth trajectory, an investment could be that partnership, which pro-

vides capital needed for growth. A partnership that in all likelihood will come with technical knowledge and business know-how, set to help the local entrepreneur scale and simultaneously upgrade business systems and processes.

Namibia has attracted foreign investment, but improvement is needed to accelerate economic growth. The country is in the process of updating its investment regulations with an aim to attract more investors and become the south-western gateway to SACU and SADC. But it rightly wants to do so with sustainability in mind and to avoid crowding-out locals.

Investors with an appetite for growth, products or services to offer countries on the sub-continent, and a willingness to partner with a local entrepreneur, should explore opportunities on offer in Namibia, Africa's best kept secret.

** Danny Meyer is a social entrepreneur with business interests in four Southern African countries. He is the founder of SMEs Compete, an institution created to help Namibian small and medium enterprises (SMEs) grow businesses and create wealth and employment.*



MINISTRY OF INDUSTRIALISATION, TRADE AND SME DEVELOPMENT

DEPARTMENTAL BRIEF DESCRIPTION

The purpose of this insert is to introduce to you the three departments of the Ministry of Industrialisation, Trade and SME Development, briefly describing their different roles and services offered. The Ministry has three directorates and one department here with below:

DIRECTORATE OF NAMIBIA INVESTMENT CENTRE

Namibia Investment Centre (NIC) is the country's official investment promotion agency and first port of call for investors. Created under the Foreign Investment Act of 1990, the NIC is a department within the Ministry of Industrialisation, Trade and SME development. The overall objective of the centre is to attract, generate and retain both domestic and foreign investment to stimulate economic growth and expedite industrial transformation in Namibia in line with national development objectives. In addition, the centre is responsible of creating policies and strategies conducive to investment.

NIC offers a variety of services to existing and potential investors, including the provision of information on incentives, investment opportunities and the country's regulatory regime. It is closely linked to key ministries and stakeholders, and can therefore help minimise bureaucratic obstacles to pre and post business establishment.

NIC has overseas investment promotion representatives in strategic located countries such as France (Paris), Germany (Berlin), India (New Delhi), South Africa (Pretoria) and USA (Washington D.C.)



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DIRECTORATE OF INDUSTRIAL DEVELOPMENT

The Directorate of Industrial Development is responsible for evaluating and appraising industrial projects. It renders business support services to entrepreneurs such as feasibility studies, business plans, Equipment Aid, Research and surveys of potential development

areas and renders support and advice to potential developers and investors. The Directorate is also engaged in the production of industrial statistics, and conducts regular censuses of the manufacturing sector.



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DEPARTMENT OF TRADE AND COMMERCE

The Department of Trade and Commerce is responsible for national policies and programmes geared towards the management, regulation, promotion, development and facilitation of internal trade, commercial and business activities. The department also deals with international trade activities such as bilateral, regional and multilateral trade agreements. The department has representative commercial offices in countries such as Angola (Luanda), Ethiopia (Addis Ababa), Switzerland (Geneva) and Belgium (Brussels)



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DIRECTORATE OF GENERAL SERVICES

This directorate is responsible for the rendering of supportive services to the Ministry's directorates and departments. Its objective is to provide efficient management and utilisation of human, financial and material resources allocated to the Ministry for the achievement Ministerial goals. It's also the directorate responsible for the procurement of goods and services required for the effective operation and functioning of the Ministry and the proper disposal thereof.



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GIPF Unlisted Investments Fund Managers



The Government Institutions Pension Fund (GIPF) is a major investor in our economy and this is clear from the exposure towards investments in Namibia.

To date, GIPF has committed over N\$5.48 billion into the local economy through its unlisted investment programme, and this has greatly impacted the development of the local unlisted market especially in the areas of property, private equity, debt and infrastructure. Through the Unlisted Investment Programme, GIPF invested into at least 56 portfolio companies in their respective Special Purpose Vehicle's (SPV's).

Below is a list of the Unlisted Fund Managers/Special Purpose Vehicles indicating their respective mandates and contact details:

No.	Unlisted Investments Managers	Special Purpose Vehicle	Mandate	Physical Addresses	LandLine
1	Business Financial Solutions (Pty) Ltd	Nampro Fund I and Nampro Fund II	Procurement Debt Fund	C/o of Jan Jonker & Lazarette Street, Ausspannplatz, Windhoek	061 388 600
2	First Capital Treasury Solution (Pty) Ltd	First Capital Real Estate Finance Fund	Property Financing for Government Employees	No. 124 John Meinert Street, Windhoek	061 401 326
3	Kongalend Financial Services	Kongalend Renewable Energy Trust	SME Group Lending and Solar Energy loans	C/o of Haddy & Viljoen Street, Windhoek West	061 241 440
4	Konigstein Capital (Pty) Ltd	Konigstein Capital Property Investment Fund	Property Development, Affordable Housing and Private Equity	Unit 7, The Village, 18 Liliencron Street, Windhoek	061 303 227
5	Preferred Management Services	Preferred Investment Property Fund (PIPF)	Property Development	Shop No. 9, 78 Bougain Villas Estate, Sam Nujoma Drive, Windhoek	061 248 318
6	Safland Property Group Namibia	Frontier Property Trust	Property, focus on Retail Properties, Offices and Industrial	4th Floor, 1 @ Steps Office, c/o Grove and Chasie street, Kleine Kuppe, Windhoek	061 254972/3
7	TEMO Capital	VPB Growth Fund Trust	Private Equity and Venture Capital	Unit 6, Trift Place, Corner of Schinz & Trift Streets, Windhoek	061 220 069
8	IJG Private Equity (Pty) Ltd	Desert Stone Fund	Private - Equity and Venture Capital	First Floor Heritage Square, 100 Robert Mugabe Avenue, Windhoek	061 383 517
9	Old Mutual Investment Group Namibia	Tunga Real Estate Fund & Expanded Infrastructure Fund	Property (Retail, Residential and Affordable Housing) and Infrastructure Services	10th floor. Old Mutual Towers, Windhoek	061 299 3234
10	Ariya Bridge Capital (Pty) Ltd	Ariya Bridge Infrastructure Fund	Infrastructure & Private Equity	Unit 13 2nd Floor, Bridgeview Building, Dr. Kwame Nkrumah Street, Windhoek	061 256 795
11	Baobab Capital (Pty) Ltd	Baobab Growth Fund	Venture Capital Fund	Unit 1, 13 Liliencron Street Eros, Windhoek	081 158 4835
12	EOS Capital (Pty) Ltd	Allegrow Fund (Pty) Ltd	Private Equity	Mandela Offices, C/o Arians Street and Nelson Mandela Street, Klein Windhoek	061 304 400
13	Ino Harrith Capital (Pty) Ltd	Namibia Infrastructure Fund	Infrastructure & Private Equity	59 Jenner Street, Windhoek West	061 295 045
14	Mergence Investment Managers (Pty) Ltd	Mergence Namibia Infrastructure Fund	Infrastructure & Private Equity	1205 Luther Street, Office 2, Block B, Nuyoma Office Park, Windhoek	061 244 653
15	Musa Capital Namibia (Pty) Ltd	Namibia Mid Cap Fund	Private Equity	5 Blohm Street, Windhoek	061 246 900



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