

Invest in Namibia

Project Profiles





With exception of Government promoted projects, the Projects contained in this publication have been independently submitted by respective private sector promoters. Government is therefore not directly responsible, other than providing a platform for the private sector.

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SADC Market Access

■ SADC ±280 million people

■ SACU ±57 million people

Combined SADC & CMA market: approx ±280 million people

Selected Rankings

Transparency International: 1st in Africa for press freedom

Fraser Institute: 2nd most favourable destination for mining and exploration in Africa

World Economic Forum: 2nd best transport infrastructure in Africa

Regional Tourism Organisation of Southern Africa: 4th best tourism destination in Africa

Mo Ibrahim Foundation: 6th for Good Governance

World Economic Forum: 22nd for Banking Institutions



Reasons to Invest in Namibia

Sound Democratic Governance Architecture



Namibia, a multi-party democracy, has enjoyed a high degree of political stability since its independence from South Africa in 1990. This is preserved by adherence to its robust constitution.

Sound Macroeconomic Architecture



The country has a stable economy, which has successfully weathered international financial crises, and which evolves to grow, and meet its challenges.

Enterprise Opportunity



Namibia offers opportunities for investment in infrastructure through public private partnerships (PPPs) or foreign direct investment (FDI). By virtue of its location, it offers access for manufacturers and/or exporters to 15 SADC countries, with a population of ±280 million.

Namibia values long-term relationships with foreign investors. It has put in place an enabling environment to assist with identification of opportunities, syndicate financing, operating and tax incentives in certain sectors, particularly manufacturing, and one-stop bureau services for establishment of local operations of international companies.



Investment Environment

The Namibian government views foreign direct investment (FDI) as a key component of economic development, so it proactively legislates and nurtures an environment that is equitable and attractive for FDI.

Legislation ensures an enabling environment for foreign investors and Namibian firms, including international arbitration of disputes, the right to remit profits and access to foreign exchange. Investment incentives and special tax incentives are available for certain sectors.

Establishment and Regulation

The Registrar of Companies manages, regulates and facilitates formation of businesses. It encourages investors to seek assistance from legal practitioners, auditors, accounting officers, or secretarial firms when registering.

The Namibia Investment Centre offers services that range from early inquiries to operational phases. It provides information on investment opportunities, incentives, and procedures. It assists investors by streamlining and coordinating with ministries and regulatory bodies.

Financial Environment and Governance

Namibia's financial environment is well developed, and robust. This has ensured that Namibia enjoys a high degree of financial stability and has a favourable environment for investors

Namibia is part of the Common Monetary Area (CMA) with South Africa, Lesotho and Swaziland. The Namibian dollar (NAD) is pegged to the SA rand (ZAR). The financial sector is sophisticated and consists of a number of commercial banks with international ties to facilitate international banking, as well as commercial and governmental sources of finance geared to enterprise finance.

Equity finance, local equity holdings and finance for infrastructure may be provided by various single and/or syndicated sources of finance. The Namibian governance code is known as NamCode, and is based on the principles encoded in King III.

Partnerships and Local Equity

Namibia encourages partnerships with local enterprises or through equity holdings. Local equity finance may be provided by commercial banks and / or other financial institutions.



A Blueprint for Investment Opportunities - Reasons to Invest in Namibia

Namibia provides numerous opportunities for international investors seeking a foothold and growth on the African continent.

Infrastructure and Logistics

Namibia has embarked on a large-scale programme of renewing and developing its infrastructure. Investment opportunities may take the form of public private partnerships (PPPs) either on a per-project basis or with equity holdings. Certain utilities may be wholly owned by investors.

Current focal areas are development of infrastructure for water, power generation and transmission, as well as transport and logistics, notably road, rail and port infrastructure, with emphasis on corridors to SADC states.

Serviced Land and Housing

Namibia currently has a deficit of affordable serviced land and housing, and has opportunities for investment and operations in this field.

Manufacturing and Market Access

Namibia provides preferential incentives to manufacturing, particularly those that add value to local commodities.

It provides access to the 15 SADC member states, with an estimated population of ±280 million. Physical trade is managed by the Walvis Bay Corridor Group, which oversees transport corridors to SADC markets. Namibia also has duty and quota-free access to the Southern Africa Customs Union (SACU).

A wide range of trade agreements has been signed with blocs and nations of the African continent. Chief among these are AGOA with the USA, the EU-EPA, and the Cotonou Agreement between the EU and ACP states.

Agriculture

To prepare for climate variability and mitigate against drought, climate change adaptive technologies are required for crop production.

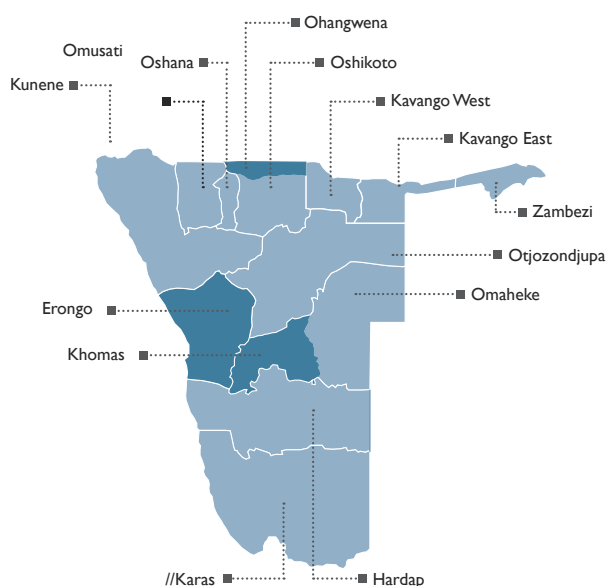
Social Enterprise

Namibia welcomes private social enterprise, particularly specialising in health and education, to augment public provision of social services.

Tourism

Namibia is a popular travel destination, and investment in tourism is welcomed, particularly accommodation. Further opportunities exist for PPPs in community conservancies.

Regional Investment Opportunities



- Lesser economic activity
- Higher economic activity

Namibian development follows a regional strategy aimed at growing economic activity in all its regions. The regions with lesser economic activity hold attractive potential for investors based on their various resources and requirements for infrastructure development. Infrastructure development favours PPPs.

Economic Snapshot (2016 Est.)

GDP (purchasing power parity)

- \$27.04 billion

GDP

- \$10.18 billion

GDP - real growth rate:

- 4.2%

GDP - per capita

- \$11,800

Gross national saving

- 16.8% of GDP

GDP - composition, by end use

- Household consumption: 63.5%
- Government consumption: 26.5%
- Investment in fixed capital: 36.9%
- Investment in inventories: -1.6%
- Exports of goods and services: 45.8%
- Imports of goods and services: -71.1%

GDP - by sector of origin

- Agriculture: 5.5%
- Industry: 29%
- Services: 65.6%

Agriculture and aquaculture - products

- Millet, sorghum, peanuts, grapes, livestock, fish

Industries

- Meat packaging, fish processing, dairy products, pasta, beverages, mining (diamonds, lead, zinc, tin, silver, tungsten, uranium, copper)

Industrial production growth rate

- 4.3%

Labor force

- 1.21 million

Labor force - by occupation

- Agriculture: 31%
- Industry: 14%
- Services: 54%

Inflation rate (consumer prices)

- 3.5%

Exports

- \$4.185 billion

Exports - commodities

- Diamonds, copper, gold, zinc, lead, uranium, cattle, goats, sheep, beef, dates, grapes, white fish and molluscs

Imports

- \$6.888 billion

Imports - commodities

- Foodstuffs; petroleum products and fuel, machinery and equipment, chemicals

Source: World Fact book



Investment Opportunity: Energy

Concentrated Solar Power (CSP) with Thermal Energy Storage (TES)

Namibia currently imports approximately 200 MW of its 600 MW power requirement from the SADC power pool. Demand for power is also expected to grow by 5% annually.

As a viable option to replace fossil fuel fired power stations, NamPower, Namibia's national power utility, will invest in CSP with thermal storage to combine operational flexibility with high capacity value that provides 'flexible capacity' requirements to the Namibian power system.

An independent power producer framework is in place which supports private ownership of large-scale power plants. NamPower, the main offtaker, is willing to form a public private partnerships (PPP) to develop a CSP plant with thermal storage.

Project Overview

The technology considered is Parabolic Trough or Central Receiver. Generation capacity of 100 MW – 150 MW is considered optimum. Feasible thermal energy storage capacity of 15 – 17 hours at solar multiple of 2 to 3. Equity participation of between 50% and 70% is required. A fair and transparent solicited process through open and public bidding will be followed.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

Total Project Cost: USD965 million or NAD13 billion

(NAD : USD= 13.5)

Funding split	NADbillion	
Debt share: 70%	676	9.12
Equity share: 30%	290	3.91
NamPower equity shareholding:	87	1.17
Envisaged 30% - 50%	to 145	to 1.96
IPP equity shareholding:	145	1.96
Envisaged 30% - 50%	to 203	to 2.74

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Investment Opportunity: Energy

Electricity Generation through Biomass Harvesting

Invader bush reduces the carrying capacity of agricultural land. By utilising harvested bush, a decentralized independent power producer (IPP) model will assist NamPower to strengthen its domestic power mix and assist in further stabilizing the national power grid, while improving the carrying capacity of agricultural land.

An independent power producer framework is in place, which supports private ownership of large-scale power plants. NamPower, the main offtaker, is willing to form public private partnerships (PPPs) to generate power using harvested invader bush.

Project Overview

The construction of three 20 MW - 30 MW biomass power plants with storage and fuel handling infrastructure, and support infrastructure. One plant with required equity participation of between 50% and 70%. Two plants wholly owned by IPPs. A fair and transparent solicited process through open and public bidding will be followed.

Project Timeline Summary

Project timeline summary available from contacts. Operation is scheduled for 06.2020.

Investment Opportunity

Total Project Cost: USD88.5 million or NAD1.2 billion

(NAD : USD= 13.5)

Funding split	USD million	NAD million
Debt share: 70%	62	837
Equity share: 30%	27	386
NamPower equity shareholding:	13	179
Envisaged 50% - 100%	to 62	to 386
IPP equity shareholding:	13	179
Envisaged 50% - 70%		
IPP wholly owned projects: (Additional 2 X 20 MW plants)	2 X 27	2 X 386

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Investment Opportunity: Energy

Kudu Gas and Power Development

The project will develop offshore Kudu gas and deliver the gas through a 170 km pipeline to a new power station connected to the Namibian and South African electricity grids.

The Kudu gas field has estimated reserves of 1 Tcf of dry gas. Daily production is expected to be 100 MMscfd. The two unit power station will have a capacity of 884 MW. The upstream (gas field) and downstream (power station and transmission) elements are owned and promoted separately, upstream by a joint venture of developers put together by the National Petroleum Corporation (Namcor), and downstream by NamPower in a special purpose vehicle, Kudu Power.

Project Overview

The EPC agreement and Long-term Service Agreement (LTSA) have been negotiated with Shanghai Electric and Siemens. NamPower has finalised a draft purchase agreement with Kudu Power. A feasibility study has been completed. All procurement has and will be conducted through solicited closed tender processes.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

Upstream:

Namcor wishes to divest up to 34% of its 44% interest in the Kudu Gas Field.

Downstream:

NamPower intends diluting its 51%, and Marubeni which has been allocated a 19% equity, has expressed interest

to increase its stake to 40 - 49%. Equity investment and financing opportunities are still available.

(NAD : USD= 13.5)

Equity split:

(project cost not finalised)	Share	USD million
Upstream		Contact Namcor
Downstream: Kudu Power (19% equity est.)		51

Current Downstream Equity Investment Requirements

(USD300m)	Share	USD million
NamPower	51%	153
Strategic Partners	49%	147
Total	100%	300

Current Financing Requirements (USD900m):

Commercial Debt	50%	450
DFI & ECAs	50%	450

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Investment Opportunity: Energy

500 MW WindNam Plant

Namibia has a requirement for additional sources of electricity to reduce its dependency on imports. As one of the feasible methods of generation the country is currently implementing and expanding its use of renewable sources of energy. This also envisages wind energy, along Namibia's coastline. The enterprise model for these ventures is either public private partnerships (PPPs) or privately owned utilities which operate in terms of power purchase agreements with NamPower.

Project Overview

WindNam is a utility scale wind farm project with a name plate capacity of 500 MW, to be developed within the Sperrgebiet National Park, on a piece of land of approximately 8,700 ha in size. The project aims to supply green and sustainable electricity to the national grid and possibly export into the SADC region under the Southern African Power Pool umbrella.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

USD943.9 million or NAD13.5 billion

(NAD : USD= 13.5)

Funding split:	USD million	NAD billion
Namibia Shareholders' Equity	170	2.3
Debt Finance	681	9.2

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Investment Opportunity: Manufacturing

Bitumen Manufacturing

The road network in Namibia is one of the best in Africa, and growth of the network is imminent. As part of Namibia's quest to become a regional gateway for the Southern Africa Development Community (SADC), the Roads Authority (RA) has budgeted a total of NAD990 million for the construction of roads for the 2016/17 financial year.

Of the total amount, NAD808 million is earmarked for road construction to bitumen standard. The Roads Authority plans to tar approximately 1,450 km of roads in the next five years.

Road construction and road maintenance account for 80% of bitumen applications. Namibia currently has an estimated 40,000 km of road of which only 6,400 km is tarred with the rest either being gravel or earth graded. The main types of bitumen used in the local market are 80/100 Concentrate, Anionic 60% Stable Grade Emulsion and MC 30.

Project Overview

Project 7 Trading will establish a bitumen products manufacturing facility in Windhoek, the first in the country. They will also engage in warehouse paving and roofing of buildings.

The shareholders of the company have invested NAD2 million in the development of the business plan, Environmental Impact Assessment (EIA) certificate and securing land and partnership agreement of technology. They are now seeking investors and financiers to contribute a negotiable amount by way of either share

capital of equity or loan funding.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

USD2.5 million or NAD33.2 million

(NAD : USD= 13.5)

Funding split:	USD	NAD
30% equity share	738,155	9,965,100
Loan finance	1,722 million	23,251,900

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Investment Opportunity: Manufacturing

Kaptau Packaging

Namibia has a number of packaging manufacturers, particularly plastic forms for wholesale and retail goods, however additional forms are needed for bulk industries. Durable paper bags for larger volume dry and granulated products are imported, and there is a gap for local manufacturing to reduce dependency on foreign sources of supply and spread the risk of unexpected gaps in production.

Project Overview

Kaptau Packaging was established in 2014, and operations commenced in 2017. As the only manufacturer of paper bags in Namibia, it plans to expand by building a technologically advanced manufacturing facility and increase its capacity to meet the local/regional demand. Kaptau has secured an offtake agreement with the largest cement manufacturer in the country. Kaptau also secured Letters of Intent from key industry leaders and intends to competitively supply a cost-effective range of packaging solutions across a diverse range of paper packaging markets in Namibia and Southern Africa.

Kaptau manufactures sustainable paper-packaging bags for the Namibian and potentially for the SADC market. An advantage over regional/overseas competitors is that it is comparatively closer to its markets (materials supply and potential clients). Smarter strategies that have been tested and proven are in place for swift adaptability and readiness to develop solutions that are unique, better and cost effective. As it is closer to its markets, potential clients have a chance to observe products being made. This offers additional flexibility in product design and order quantities to cater for the currently neglected smaller businesses. The company intends to procure the

most competent production technology from Germany.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

Total capital is USD8,712,276.18. The owners have invested about USD3,1 million in existing technology during the Pre-Seed phase. The company has secured USD3,6 million (41%) of the investment required in debt financing from a local development bank, and requires USD5,5 million (59%) preferably in equity finance.

Total Project Cost: USD1,55 million or NAD21 million
NAD : USD= 13.5

Funding split:	USD	NAD
Namibia Shareholder's Equity	3.1 million	36.6 million
Debt Finance	4.1 million	48.4 million
Financial Gap	5.5 million	68.9 million

Deal Structure: 1st option-10% Shareholding in the Company for an investment of USD1.8 million

Deal Structure: 2nd option-21% Shareholding in the Company for an investment of USD3.7 million

Deal Structure: 3rd option - 32% Shareholding in the Company for an investment of USD5.5 million

Contact:

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Investment Opportunity: Manufacturing

Otavi Rebar Manufacturing

Namibia is currently engaged in initiatives to construct affordable housing and infrastructure. In order to reduce its dependence on imported construction material, the country is actively encouraging all manufacturing of building supplies, including cement, cement products and other products to meet rapidly rising demand. By developing local manufacturing of building supplies, the country will also buffer itself against unexpected gaps in imported supplies. There is no rebar manufacturing facility in Namibia and all rebar used in the country has to be imported. In 2014 the market for rebar in Namibia was estimated at 155,000 tonnes and the demand is projected to grow more than 9% per annum in line with the projected growth of infrastructure and construction projects.

Project Overview

The company, Otavi Rebar Manufacturing (Pty) Ltd (ORM) was founded in 2012 and commenced with the development of a feasibility study to establish a rebar manufacturing plant in Otavi. ORM intends to build a 400,000 ton per annum long product mini mill steel manufacturing plant in Otavi, Namibia. Manufacturing of rebar, rounds, sections and angles for the construction industry. The target market is Namibia, Angola, Zambia, Zimbabwe and Botswana. The company signed an MOU with NORIC Steel as a technical and equity partner which will own 59% equity share of the company. The projected investment in the rebar manufacturing plant is estimated at NAD2,725 billion.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity

USD201,9 million or NAD2,725 billion

(NAD : USD= 13.5)

Funding split:

Dividend policy:50% Equity Share

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Investment Opportunity: Manufacturing

Charcoal Production and Processing

Charcoal cooking is an emerging food trend across the world due to the flavour that the smoke imparts, and as it has gained popularity, demand has surged.

The industry has grown rapidly from 50,000 tons per annum in 2014 to 120,000 tons per annum in 2015. Namibia is a large and well established charcoal exporter to South Africa, Europe and the Middle East.

It has an abundance of wood which is suitable for conversion to charcoal, and various enterprises have been established to meet demand. Collection of wood also has the benefit of reducing invader bush and improving land for farming.

Project Overview

Ozondjeno seeks to expand and develop the existing charcoal manufacturing operations into a modern processing plant to produce charcoal on a larger scale. The company currently exports about 400 tons of bulk charcoal to South Africa. The project plans to increase the output to 6,000 ton per annum. Through expansion of the project, the company wishes to diversify its export market to other international markets. After expansion, Ozondjeno expect to have 5% share of the Namibian charcoal production industry.

Project Timeline

Project timeline summary available from contacts.

Investment Opportunity
USD 1.3 million or NAD 18.1 million

(NAD : USD= 13.5)

Funding split:

Deal structure to be discussed with promoter.

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Investment Opportunity: Tourism

C'est Si Bon Hotel & Conference Centre

Namibian tourism is expected to expand to 1,6 million arrivals. This creates need for additional accommodation on Namibia's main tourism routes, to alleviate accommodation shortages in the peak tourism season.

Otjiwarongo, in central Namibia offers demand for accommodation through onward travel to Etosha National Park, as well as attractions in the vicinity, which include the Waterberg Plateau Park, large predators and endangered species. Otjiwarongo also offers demand for business tourism. The town is at the hub of a growing network of industries, and is in convenient travelling distance for convention guests from Windhoek and smaller central towns.

Project Overview

C'est Si Bon Hotel was founded in 2000. The 21-room hotel and conference centre was expanded and currently consists of two hotels, C'est Si Bon Hotel and Casa Forno Hotel, with a combined 79 rooms. Both hotels are located in Otjiwarongo. The C'est Si Bon Hotel Group also operates a gourmet restaurant. The hotel has seven conference venues, and has demand for one larger venue, in addition to demand for accommodation. The owner will expand the hotel to include a new 3-star hotel with 150 rooms and a larger conference centre with seating for 150 people.

Project Timeline Summary

See details of phases under Investment Opportunity. Project timeline summary available from contacts.

Investment Opportunity
USD7.6 million or NAD103 million

(NAD : USD= 13.5)

Funding split:

Deal structure to be discussed with promoter.

- Phase1: NAD46 076 560.00 (starting January 2017)
- Phase2: NAD39 508 960.00 (starting January 2019)
- Phase3: NAD17 120 000.00 (starting January 2021)

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Investment Opportunity: Tourism

Shipwreck Lodge

Certain areas of Namibia are highly protected due to the sensitivity of the environment, however there is demand for tourism in these areas due to scenic, natural and historic attractions. In order to allow tourism to these areas, the Government provides concessions to environmentally sound operators.

These concessions may consist of access rights and / or permission to establish accommodation facilities that do not damage the environment. The Skeleton Coast is one of the most sought after Namibian destinations. Following the closure of a previous lodge, the only access to the area was a route through the southern area of the park. To improve access and allow for longer trips, a concession has been allowed to permit visitors to stay overnight in the Skeleton Coast National Park.

Project Overview

Shipwreck Lodge (Pty) Ltd has been established by Trip Travel after it was awarded a concession in the Skeleton Coast National Park, including the rights to develop a lodge and campsite inside the concession area. The shareholders have already invested NAD1 million to secure the 20-year concession, carried out an EIA, developed the plan and completed the architectural designs. The shareholders plan to invest a further NAD7 million. Peak funding for the project is estimated at NAD48.7 million and the current shareholders will contribute NAD8 million.

Project Timeline Summary

Project timeline summary available from contacts.

Investment Opportunity
USD3.85 million or NAD52 million

(NAD : USD= 13.5)

Funding split:	NAD
Investment requirement	NAD52.0 million
Own equity (current)	NAD7.0 million
Own equity (still to be provided)	NAD9.5 million
New investors injection (for 49%)	NAD15.9 million
Loan finance (already secured)	NAD19.6 million

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Investment Opportunity: Tourism
BMZL Hotel, Conferencing and Spa

According to tourist statistics report by the Namibia Tourism Board (NTB), more than 1,5 million foreign arrivals were recorded for 2015 compared to 1,4 in 2014. These figures give BMZL confidence that Namibia is making good progress to grow and develop the tourism industry. Okakarara, the locale for the project is rich in culture and history.

BMZ Leisure (BMZL) is a start-up limited liability corporation wholly owned and managed by Mr. Benson M. Zaaruka. The company will offer 3-star hotel accommodation and conference facilities to local and international clients.

Project Overview

BMZL is planning to establish a hotel/lodge in Okakarara, on a 23,000m² or 2.3 ha piece of land. The hotel will have 60 chalets with twin beds (that can be converted into a double bed), reception area, a kitchen, conference facility, swimming pool, bar and restaurant, SPA, etc. The facility will also have three lettable shops.

The Hotel will be the 1st solar powered green hotel, with backup generators and, as final option, it could tap into the grid. Due to the nature of our business BMZL will have numerous revenue centres with varying gross margins, e.g. accommodation, restaurant, bar, rental of office space, spa, transfer shuttles, etc.

The turnover for the company, at maximum 50% bed occupancy rate, is projected to grow from NAD10,066,521 in the first year of operation to NAD11,124,767 by the end of the second year.

Project Timeline Summary

All architectural, engineering designs are complete. The site establishment process is completed.

- Construction period for Phase 1 is 12 months.
- Phase 1 – NAD35 Million to open by Feb 2019 for business. (20 chalets, half kitchen, bar, etc.)
- Phase 2 – Will commence after 5-10 years
- Phase 3 – Will follow Phase 2 after 5 years.

A further project timeline summary is available from the contacts.

Investment Opportunity

Total Project Cost: USD8.1 million or NAD109 million

(NAD: USD= 13.5)

Funding split	USD million	NAD million
30% equity with a buy-out clause after approx. 10 years.	2.6	35

The investor will receive 70% of the profits till the investment amount is paid back with the agreed interest for a period of approximately 10 Years. The owner will retain the 30% of profits and will increase till the buyout clause is realised.

Contact:

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Investment Opportunity: Transport and Logistics
Otavi Truck Stop, Industrial and Logistic Hub

Namibia's trade with neighbouring countries is facilitated and marketed by the Walvis Bay Corridor Group, and is dominated by road transport. Although rail connections are planned with various neighbouring countries, the only current rail link is with South Africa. Otavi is located where the Trans-Kunene and Trans-Caprivi Corridors diverge, leading to Angola and Zambia, respectively. The town has a high traffic flow truck stop which could become a transshipment hub for cargo to and from Angola and Zambia.

Project Overview

The Otavi Truck Stop, Industrial and Logistic Hub is envisioned to cover approximately 27 hectares. The facility will provide warehouses, fuel station, truck port, cold storage, weighbridge, liquefied petroleum gas (LPG) and refined oil product depots, banking facilities, service workshops, accommodation inclusive of showers and other eatery facilities as well as a dry dock terminal for containers.

Project Timeline Summary

Most required steps such feasibility study, land allocation, EIA, approval by local authorities and utility service providers are completed. Drawings and sketch plans, as well as the development cost for the Truck Stop, Industrial and Logistics Hub, are available.

In August 2016, the process for PPP and further government exposure commenced. The project is ready to start once the financing deal is closed.

Investment Opportunity
 USD51 million or NAD688.1 million

(NAD : USD= 13.5)

Funding:

Deal structure to be determined.

- Total building cost of Truck Stop NAD1,938,316
- Infrastructure CAPEX of Truck Stop NAD19,952, 060
- Cost for Phase I Industrial and Logistics Hub NAD666,208,619
- The land is valued at USD1 million or NAD13.5 million

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Investment Opportunity: Agri-business

Commercial Cattle Feedlot

The agricultural sector is central to the lives of the majority of Namibia's population. Directly or indirectly, it supports over 70% of the population. However, the sector's contribution to the country's GDP is marginal relative to the contribution by sectors such as mining and retail trade. Among many factors contributing to this is the lack of value addition in the sector and the over reliance on external markets.

The business concept for Namibia Feedlots emanated from an untenable and continued exportation of Namibian weaners to South Africa for rearing. The consequent under utilization of the local export abattoirs further necessitated the project. As a result, the country is unable to meet its export potential and obligations.

Project Overview

This is an agri-business/agricultural technology project where crop farming under the Centre Pivot and other irrigation technologies, cattle mixing and batching technology will be introduced.

The output capacity will be between 27,000 and 44,000 slaughter-ready cattle per annum. The project aims to have 90% occupancy on 5,000 head of cattle, improve the quality of herd and reduce the exportation of Namibian weaners on hoof to South Africa by 50% by the end of year 4 of the project implementation.

A fair and transparent solicited process through open and public bidding will be followed.

Project Timeline Summary

The 99-year lease agreement of 122 ha was approved and the Government in 2012 endorsed the project. The project will commence as soon as financing has been secured.

Investment Opportunity

The project will increase beef export volumes to the United States and other international markets. The total project cost is USD9.6 million or NAD140 million.

(NAD : USD= 13.5)

Funding:

Deal structure to be determined.

Contact:

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Executive Chairman

Namibia Feedlots (Pty) Ltd

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Investment Opportunity: Agriculture

Wheat and Maize Irrigation Scheme

Maize, wheat and mahangu are the main sources of staple food in the country. Maize and wheat are grown on commercial farms, while mahangu is grown in rural communal areas.

Maize is processed as porridge, while wheat is made into flour for baked goods, and used in the manufacturing of pasta. Over the past years, the average annual production for maize and wheat has been lower than the average annual consumption. The difference between the market demand and local production has been imported.

There is an opportunity to expand maize and wheat production, and uptake is assured as a license system is in place to ensure that local crops are used before imports can occur.

Project Overview

Rentel Farming Development plans to farm 120 ha wheat and maize as main crops. The project will utilise center pivot irrigation, extracting water from the Okavango River. The company will erect four 30 ha center pivots to put 120 ha under irrigation and plant maize in summer and wheat in winter.

Land not covered by the center pivots will, at a later stage, be developed to produce fruit and vegetables. Rentel has invested own capital of NAD6 million to secure the 25 year lease, engineering designs, project plan, the EIA and clearing of land and erecting a fence.

Project Timeline Summary

Operations will commence once finance is secured.

Investment Opportunity
USD 1.5 million or NAD 20.8 million

NAD: USD= 13.5

Funding split	USD	NAD
Debt share:	771,000	10.4 million
Equity share: 43%	327,000	4.4 million
Equity share: 43%	444,000	6 million

Contact:

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Investment Opportunity: Agriculture

Mooibome Vegetable Farming

More than half of the country's population depends on subsistence farming as a livelihood. However, the contribution of agriculture to the country's output has averaged below 5%, over the past decade. This leaves the country heavily dependent on food imports. The gap in the Namibian market lies in the shortage of fresh and locally produced food products.

Mooibome Farm not only has sufficient water to irrigate an 88 ha field for a minimum of 20 years, it also has the correct type of soil to produce a variety of crops. It is estimated that a ha worth of sweet potatoes, which produces roughly 13 tonnes, could provide enough food for about 2,000 people per day. The Mooibome plot has the capacity to produce about 530 tonnes of crops, from just half the size of the 88 ha that have been cleared.

Project Overview

The project aims to sustainably grow fresh vegetables, grains and livestock fodder for the Namibian market. This will be done in an environmentally suitable manner and on a commercial scale, large enough to produce a minimum of 500 tonnes per harvest. The farming method to be used will include drip and pivot irrigation.

Project Timeline Summary

The preparation of the project started in June 2017. So far, 88 ha has been cleared and fenced. In November 2017 planting of maize, omahangu and cow peas was commenced with dependency on seasonal rainfall. The project is at this stage ready for investment in order to set up the equipment required to begin the extensive farming.

Investment Opportunity
USD400,000 or NAD4.7 million

NAD : USD= 13.5

Funding split	USD	NAD
Namibian shareholder's contribution	60,500	715,000
Investment amount required	400,000	4.7 million
Deal Structure: 70: 30, negotiable		
Revenue potential per season: USD 505,000 (NAD 6 million)		

Contact:

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Investment Opportunity: Education

Kids Paradise Namibia

Namibia in general, and specifically the Northern part of Namibia has no facility that best addresses the early childhood recreational, career guidance and educational needs of the Namibian child. Kids Paradise Namibia intends to develop the first ever facility to address this critical problem.

Project Overview

The envisaged KPN business concept integrates entertainment, leisure, career guidance and educational needs of children between the ages 0 and 17 under one roof.

Project Timeline Summary

The preparation of the project started in June 2017. To date 90% of the project land has been acquired and paid off by the project promoter. The facility concept design has been completed. The detailed design of the facility is underway. Commencement of construction can begin once finance is obtained.

Investment Opportunity
USD 1,6 million or NAD 20 million

NAD : USD= 13.5

Funding split	USD	NAD
Namibian shareholder's contribution	60,000	800,000
Debt Finance	500,000	15.3 million
Financing Gap	500,000	15.3 million

Deal Structure: Kids Paradise Namibia can offer proclaimed town land as equity in a finance deal.

Contact:

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SUMMARY OF SPECIAL INCENTIVES FOR MANUFACTURERS AND EXPORTERS (BASED ANYWHERE IN NAMIBIA)

	REGISTERED MANUFACTURERS	EXPORTERS OF MANUFACTURED GOODS	EXPORT PROCESSING ZONE
ELIGIBILITY AND REGISTRATION	Enterprises engaged in manufacturing. Application to the Ministry of Industrialisation, Trade and SME Development and approval by the Ministry of Finance	Enterprises that export Namibian manufactured goods. Application and approval by the Ministry of Finance	Enterprises engaged in manufacturing, assembly, packaging or break-bulk and exporting mainly to outside of SACU markets. Application to the EPZ Committee through the ODC or EPZMC
CORPORATE TAX	18% for 10 years, after which normal corporate tax applies	Taxable income reduction by an allowance equal to 80% of the amount representing the taxable income derived from export income	0% for 10 years, after which normal corporate tax applies.
VAT	Normal treatment	Normal treatment	Zero Rated provided the goods or services supplied are used by the enterprise in an EPZ
STAMP & TRANSFER DUTY	Normal treatment	Normal treatment	Exempt
ESTABLISHMENT TAX PACKAGE			
SPECIAL BUILDING ALLOWANCE	Factory buildings written off at 20% in first year and balance at 8% for 10 years	Not eligible	Not eligible
TRANSPORTATION ALLOWANCE	Allowance for land-based transportation by road or rail of 25% deduction from total cost.	Exporters are also eligible for this incentive	Not eligible
EXPORT PROMOTION ALLOWANCE	Additional deduction equal to 25% of expenditure in relation to the goods	Exporters are also eligible for this incentive	Not eligible
INCENTIVE FOR TRAINING	Additional deduction of 25% of the amount allowed as a deduction in terms of Sec. 17	Not eligible	Not eligible



Key Investor Service Agencies



The Namibia Investment Centre provides general information and advice on investment opportunities, incentives, and procedures. It also assists by streamlining and coordinating with ministries and regulatory bodies.

Contact Details:

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WALVIS
BAY
CORRIDOR
GROUP

The Walvis Bay Corridor Group is a facilitation center and one-stop shop coordinating trade along the Walvis Bay Corridors, that link Namibia and its ports to the rest of the SADC trading partners.

Contact Details:

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Acting Chief Executive Officer
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**Development
Bank of Namibia**

A broad range of financial products, as well as finance for PPPs engaged in developing infrastructure, may be provided by the Development Bank of Namibia for projects that have a high development impact.

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Namibia For Expats: What To Expect

Quality of life



Namibia is one of the most sought-after expat destinations on the African continent due to its high quality of life. A walk through many of the supermarkets and malls proves its reputation for high quality goods and services. Health is catered for in excellent medical facilities. The crime rate is low. The environment is unpolluted, and the air is clean.

Leisure



Namibia caters for an active, outdoor lifestyle. Over weekends many people choose to travel to major tourist destinations for wildlife and scenery. Namibians are welcoming, have very few preconceptions and enjoy making new friends. Excellent restaurants, clubs, bars and other venues for socializing complement a small but lively cultural scene.

Family



One of the greatest attractions for expats is the fact that Namibia is a happy environment for families. Children can safely explore and play. There are excellent educational facilities, and ample opportunities for outdoor activity and sport. Children will be comforted by the widespread availability of high-speed bandwidth that includes 4G, wireless and ADSL.



Republic of Namibia