



Ms. Nangula Uaandja - Chairperson and Chief Executive Officer

NIPDB Media Briefing

06 April 2023



NIPDB

Namibia Investment Promotion & Development Board

Office of the President

OBJECTIVES

- To present an overview of what we do;
- Touch on highlights from the annual report for the financial year ending 31 March 2022;
- Highlight some of the challenges facing the investment landscape;
- Share some of our activities and related outcomes in the Investment and MSME space.

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IN CLOSING

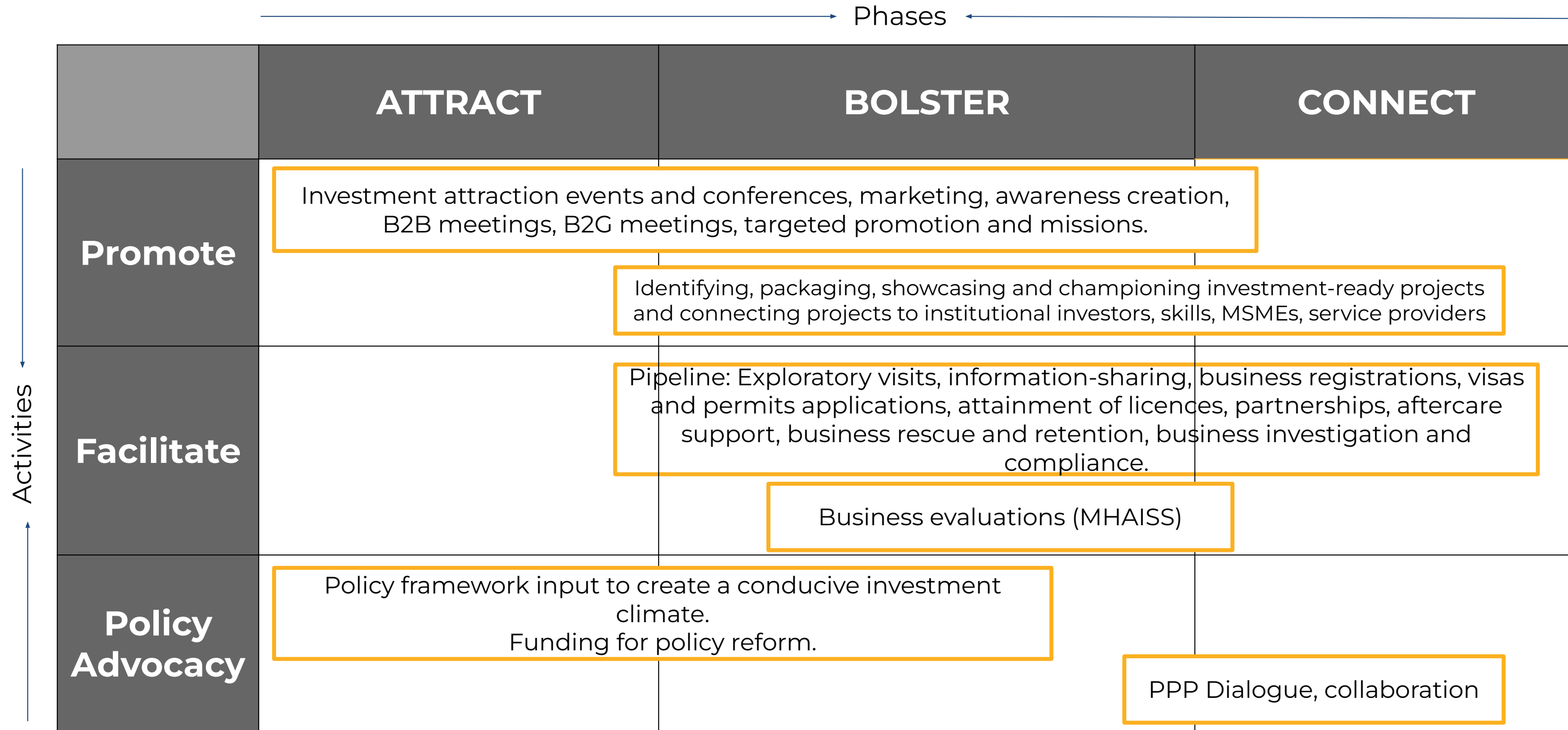
WHAT WE DO OVERVIEW

OUR MANDATE

Investment
Promotion and
Facilitation.

MSME
Development.

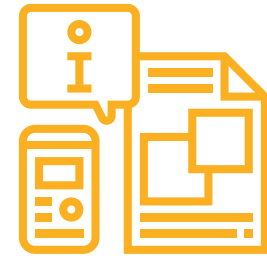
WHAT DO WE DO - INVESTMENT



OUR FOCUS AREAS IN THE MSME SPACE



1 Finance



2 Information



3 Capacitation



4 Scaling



5 Startups



6 Building Networks



7 Policy advocacy



8 Market access



HIGHLIGHTS FROM THE ANNUAL REPORT - FINANCIAL YEAR ENDING 31 MARCH 2022

SPOTLIGHT: ONE-STOP CENTRE - IMPROVING THE EASE OF DOING BUSINESS



**Business and Intellectual
Property Authority**



City of Windhoek



**Ministry of Environment,
Forestry and Tourism**



**Ministry of Agriculture,
Water, and Land Reform**



**Ministry of Mines and
Energy**



**Ministry of Home Affairs,
Immigration, Safety and
Security**



**Namibia Competition
Commission**



**Namibia Revenue
Agency**



**Namibia Industrial
Development Agency**

IDENTIFYING OUR PRIORITY SECTORS



**RENEWABLE
ENERGY**



**FOOD
INDUSTRY**



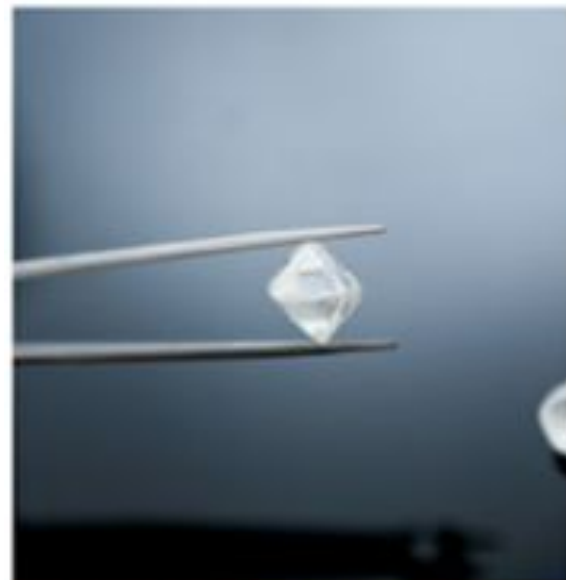
**CHEMICALS &
BASIC MATERIALS**



**TRANSPORT &
LOGISTICS**



**SERVICES
(DIGITAL & GLOBAL
BUSINESS)**



**METALS, MINING &
ADJACENT
INDUSTRIES**



**MACHINERY &
ELETRONICS**



FINTECH



TOURISM



**EXPLORATION
(MINING AND OIL & GAS)**

TAKING CARE OF OUR PEOPLE

#Brave4Namibia

Culture Keystones

Belonging

There's absolutely no place I would rather build and be.

Results

We have an uncommon commitment to getting things done.

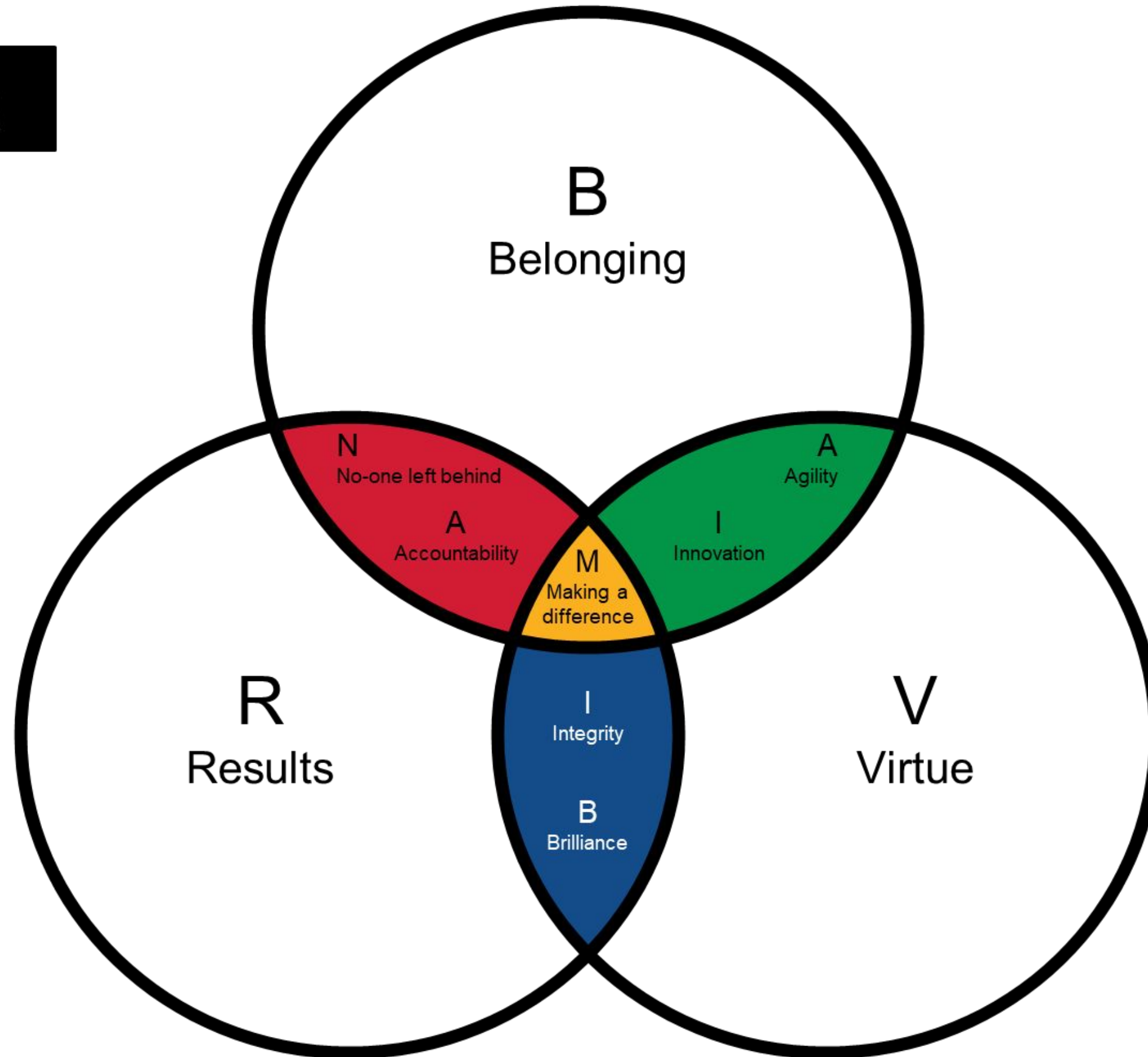
Virtue

We hold ourselves to a higher standard.

Expounding Principles

The core values that further communicate or expound, and that emanate from the interaction of our Keystones:

N.A.M.I.B.I.A.



KEY CHALLENGES NOTED IN THE ANNUAL REPORT ENDING 31 MARCH 2022

Two qualifications in the audit report

Slow pipeline conversion - many leads generated but slow capitalisation and operationalisation

Limited diversification in the pipeline - 73% of interest was in renewable energy

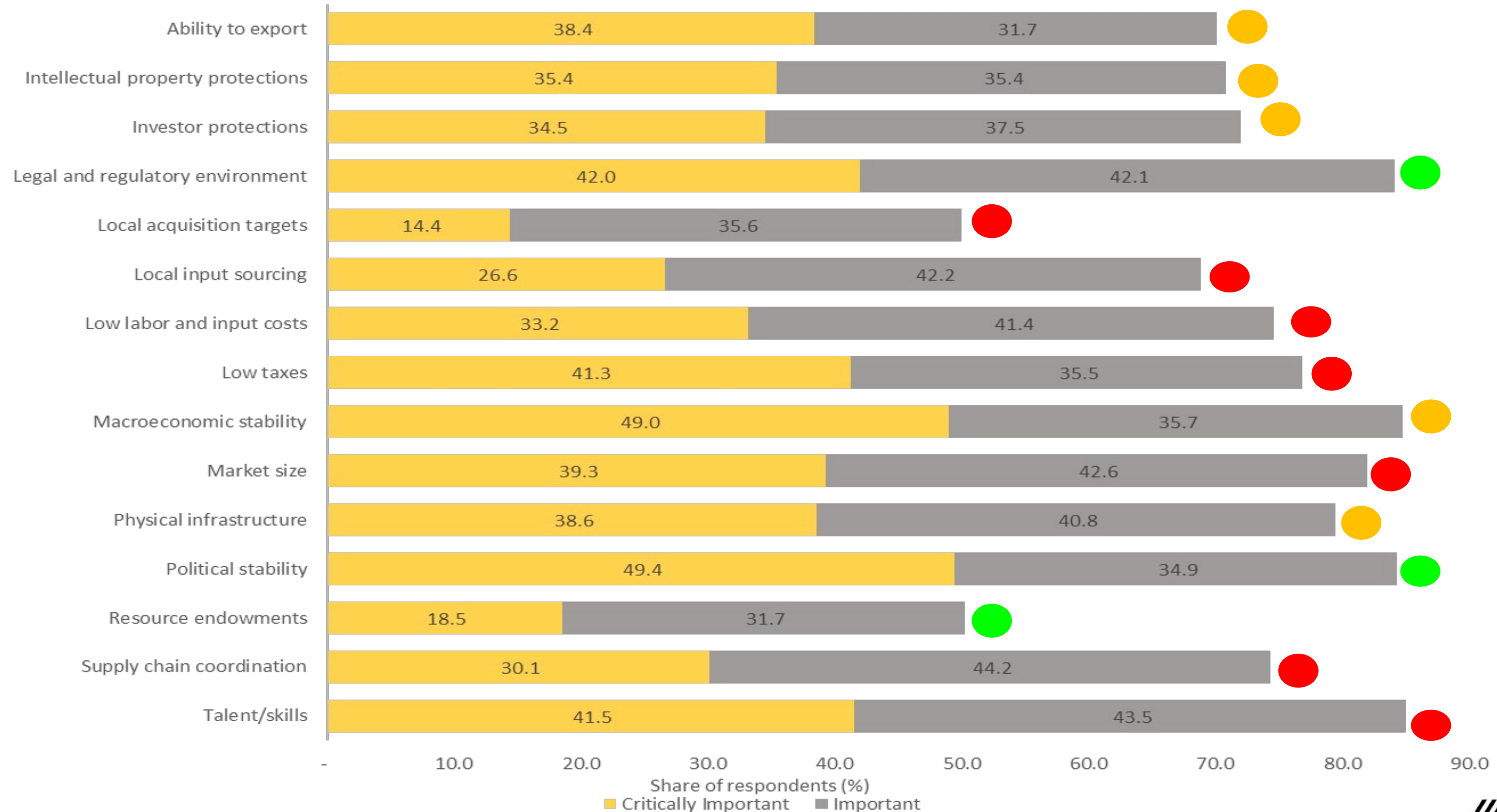
Resource availability - only 61% of permanent jobs were recruited



CHALLENGES FACING THE INVESTMENT LANDSCAPE

WHAT INVESTORS ARE LOOKING FOR

How important were the following factors in your parent company's decision to invest in this country?



Source: Computation based on 2019 GIC Survey
 Note: Affiliates of multinational enterprises (MNEs) were surveyed in 10 middle-income countries: Brazil, China, India, Indonesia, Malaysia, Mexico, Nigeria, Thailand, Turkey, and Vietnam. FDI = foreign direct investment

CHALLENGES TO PIPELINE CONVERSION AND PROPOSED SOLUTIONS

Challenges	Examples
Legislative gaps	NIPFA, NEEEB, Incentives, SEZs, Data Protection, Migration Control, Land Bill
Administrative gaps/Turnaround times	Time taken by OMAs & SOEs to respond to requests Permits, Land complications
Offtake (PPA)/PPP /Procurement	Energy, Infrastructure, Health
Project owner related challenges	Funding, Market Access, Technical Partners



NIPDB ACTIVITIES AND RELATED OUTCOMES IN THE INVESTMENT SPACE

AWARENESS CREATION EVENTS AND MISSIONS (“Consistent Persistent Presence”)

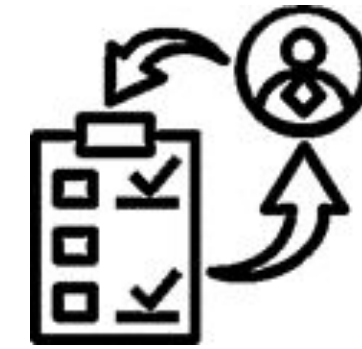
Type of Event/Mission	Examples of Events held during the past 24 months	Example of Outcomes
General Brand Awareness Events - Telling The World About Namibia	Dubai Expo, WEF, FILDA, AFSIC, AEW, Africa Mining Indaba, Africa Energy Indaba, Africa @PDAC	General Awareness, Address Misconceptions, Some Leads, Investor Confidence, FDI Inflow
Support Missions as Part of Namibia’s Delegation	HE President, Vice President, PM, OPM, MIRCO missions	Advance Namibia Economic Diplomacy, General Awareness, FDI Inflow, Investor Confidence, Some Leads
Targeted Events - Namibia Investment Summits, Meetings with Specific Investors	Dubai Investment Summit, 2022, Europe Mini Tour 2021, Finland 2022, South Korea 2022, Canada 2022, Attaches, Ambassadors	Followed by Visiting Delegates Direct Leads & Feedback
Attendance of Conferences and Summits	Investment Summits, Conferences, Shows and Trade Fairs	Build Partnerships, Exposure and Learning, Some Leads

INVESTOR SERVICES AND ADVOCACY OVERVIEW



1199

Business facilitation services completed to date.



598

Business evaluations completed to date.



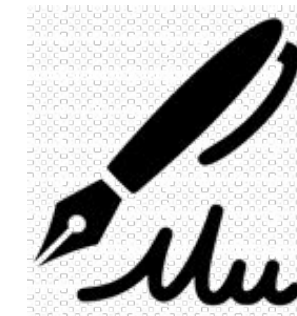
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Actively engaged in 5 Policies.
Provided input on 5 Policies
Received input request on 1 policy.



NPPF

Namibia Public Private Forum (NPPF) concept note and action plan submitted to relevant Cabinet Committee and OPM.



4/9

Four out of nine MoUs signed for the One-Stop-Centre.

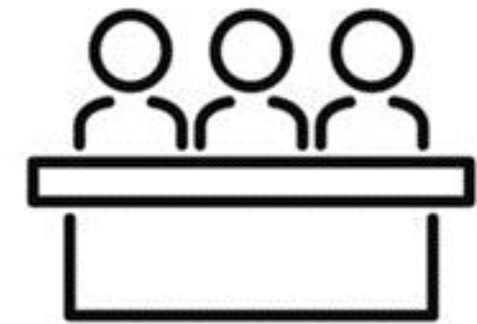
CONNECT: SUPPORTING INVESTMENTS ACROSS THE VALUE CHAIN



Plugging skills
(employees/service providers) and MSMEs
into investment opportunities.

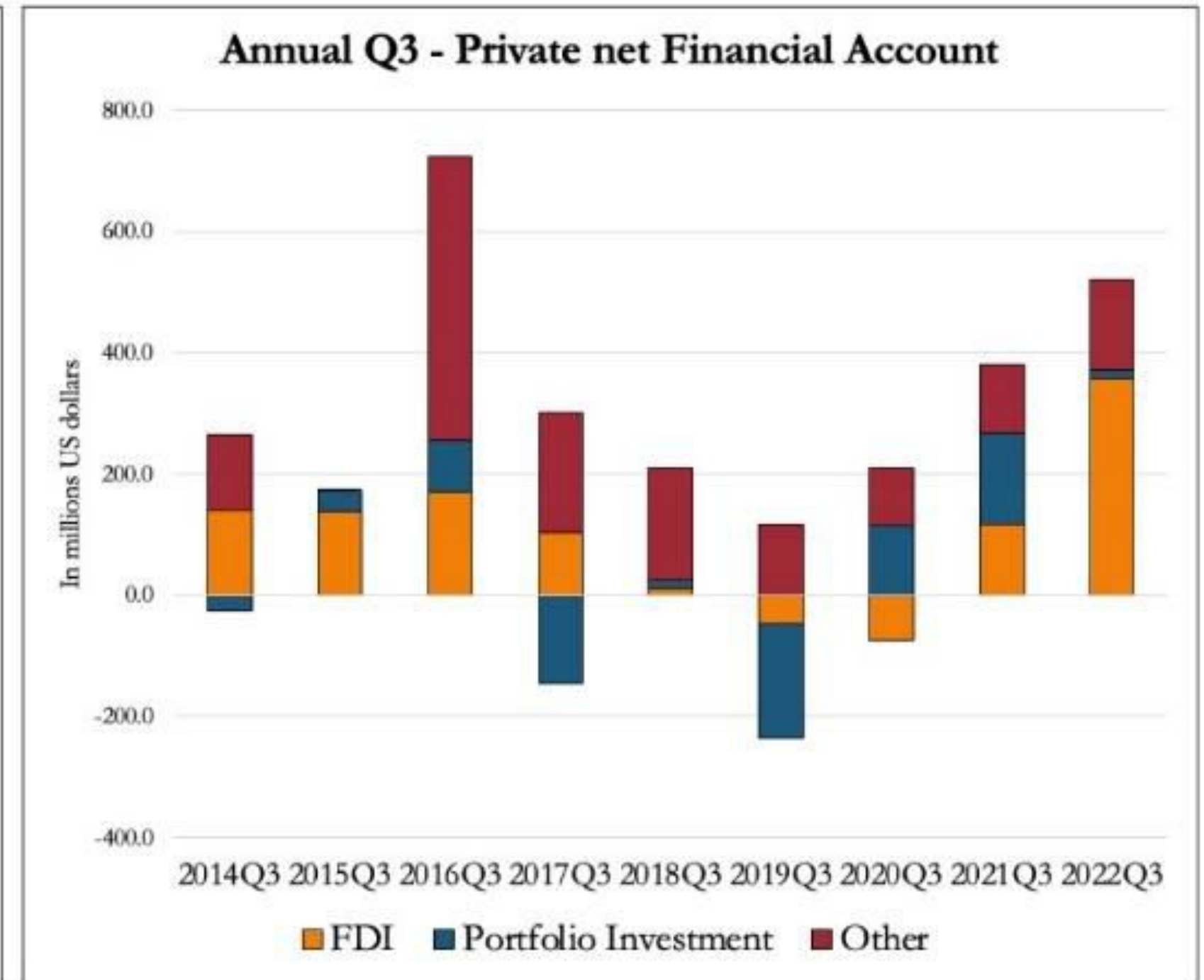
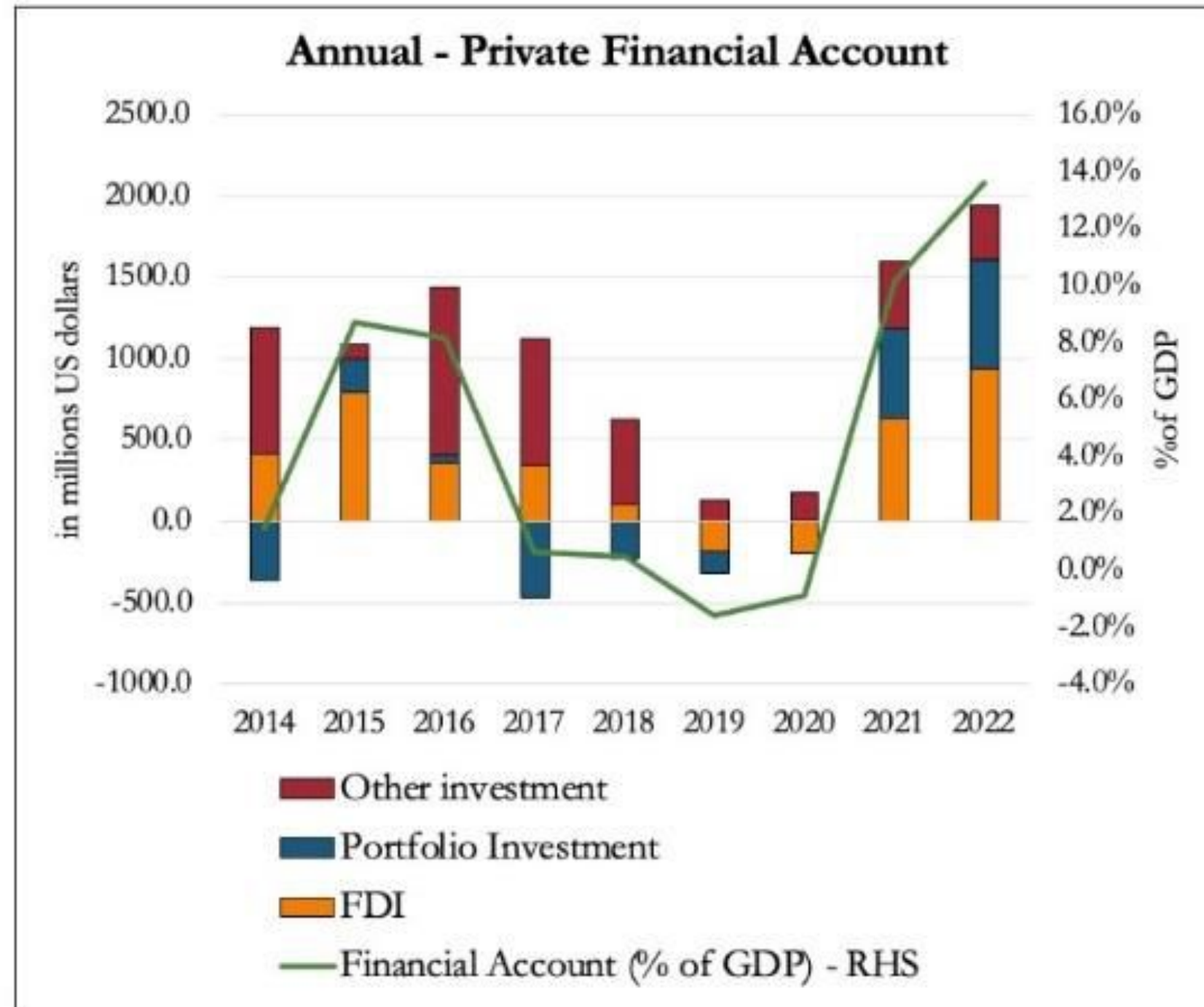


Productivity Task Forces (2 PTF & 1 NSPT in process)



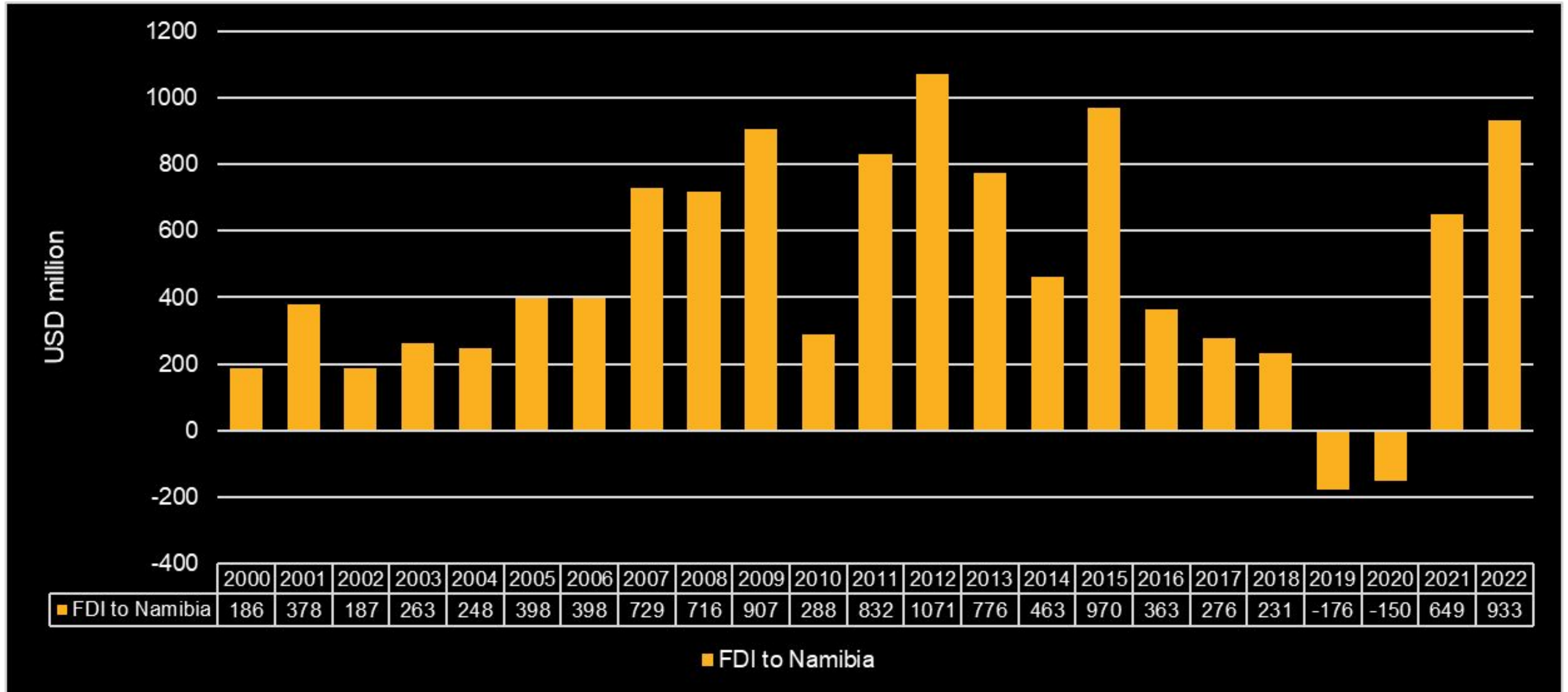
Policy and Ease of Doing Business Working Committees.

NAMIBIA'S PRIVATE SECTOR ACCOUNT ACTIVITY IS GROWING

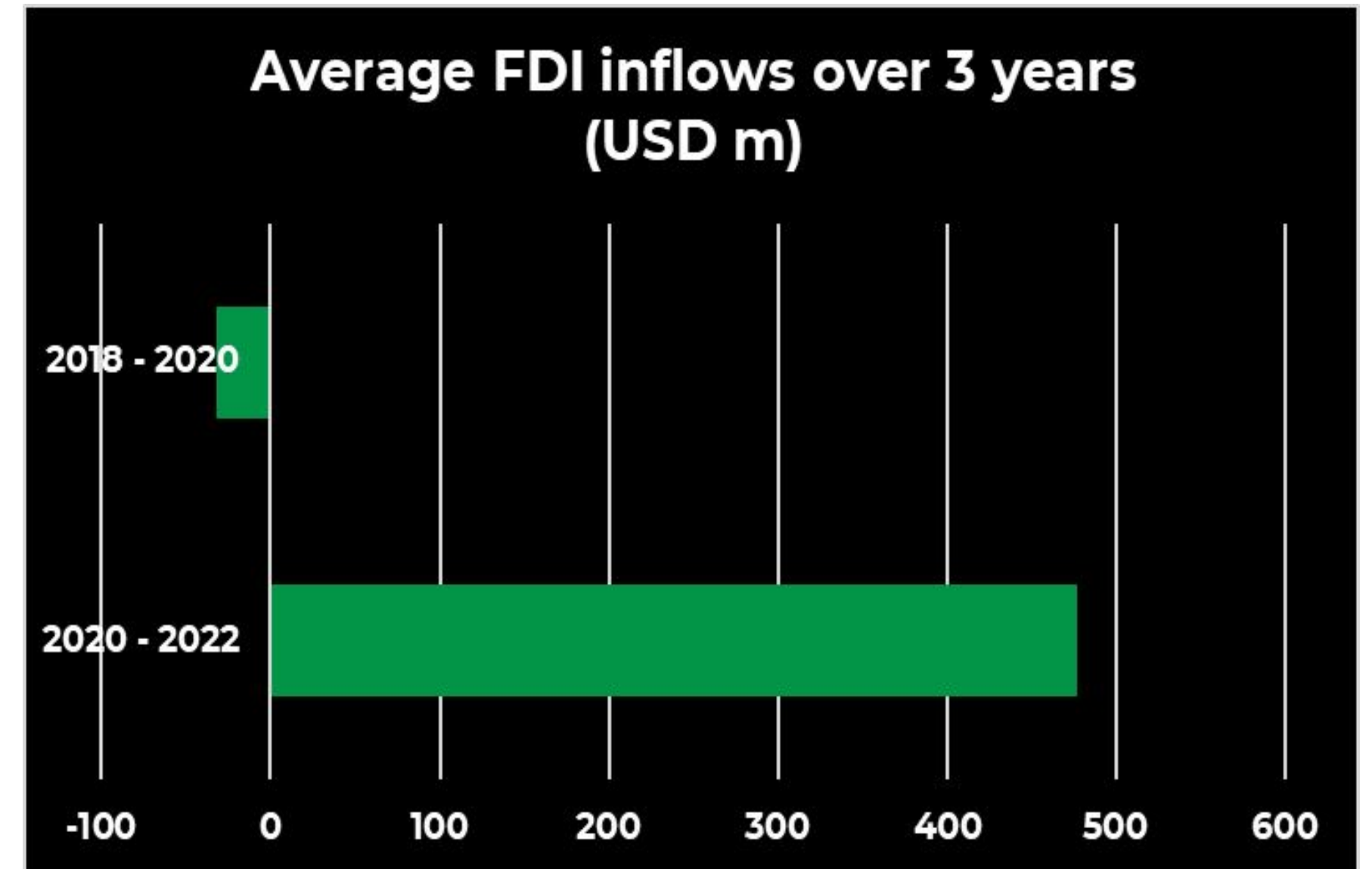
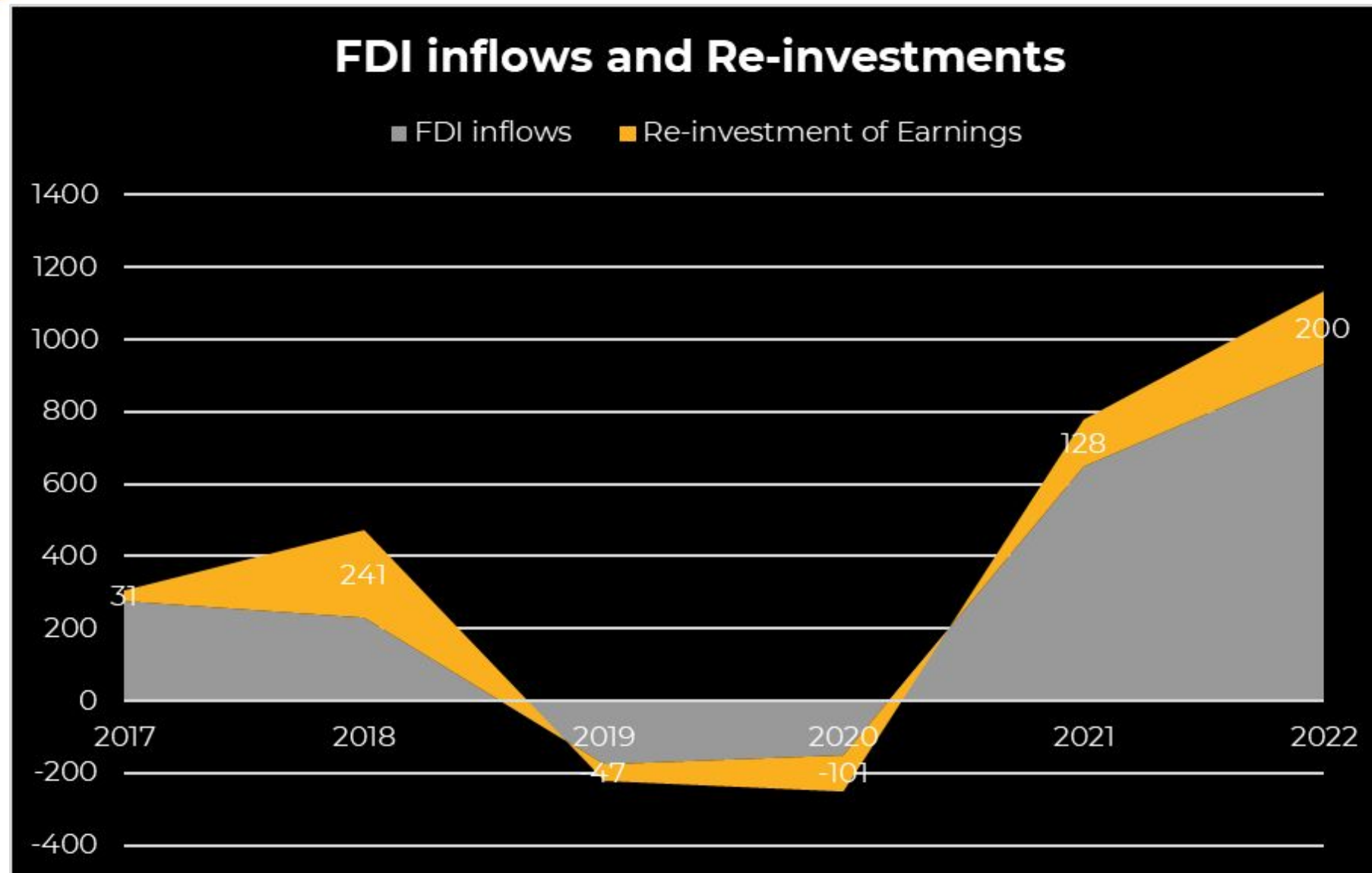


Note: positive sign (+) indicates inflows
run rate 2022


NAMIBIA'S FDI FIGURES




NAMIBIA'S INVESTMENT LANDSCAPE IS CHANGING




Commenced the development of three new sectors



Film



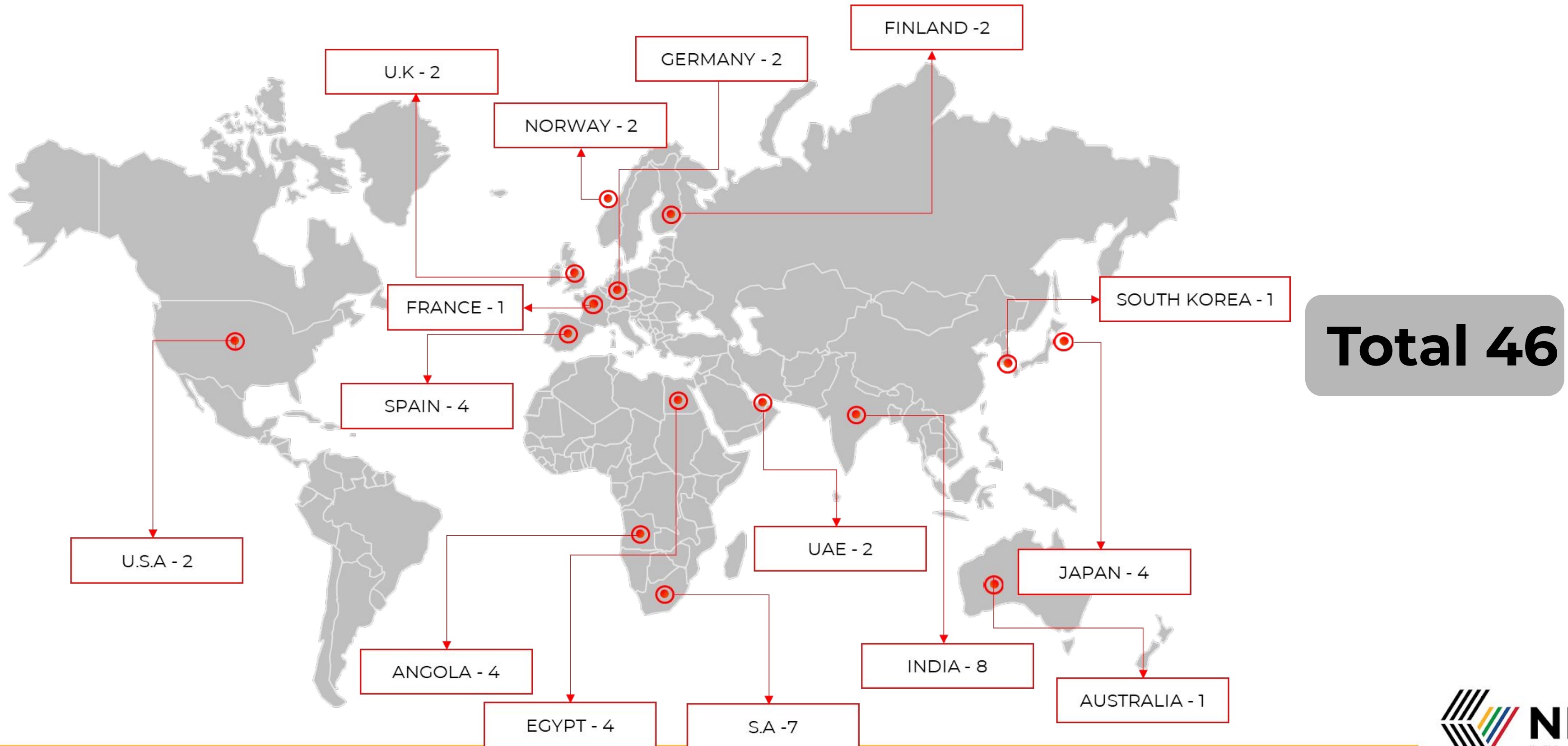
Component manufacturing



Digital Services

120 to 21 days
 Visa for investment process
 turnaround time.

INCOMING MISSIONS - MISSION PER COUNTRY (Excluding meetings with and visits by individual investors)



INVESTMENT OPPORTUNITIES: POTENTIAL INVESTMENT PIPELINE

Enquiries (pre-pipeline)	<p>NIPDB receives broad enquiries on both trade and investment. Some of the enquiries are only business ideas with no case studies. NIPDB must spend time filtering out enquiries related to trade, which are referred then to the Ministry of Industrialisation and Trade. The other enquiries are then classified between actionable and non-actionable. The actionable or “serious” enquiries are then translated into leads that are included in the investment pipeline</p>
Leads	<p>Viable investments that require more information on whether Namibia is the ideal location, has the required infrastructure, market access etc to support the investment. The investor is still deciding and requires some assistance and NIPDB’s support</p>
Final Investment Decision (FID)	<p>The investor has decided to invest and NIPDB is actively facilitating the investments towards realisation</p>
Capital deployed	<p>Money is being spent to establish the investment (ground-breaking); temporary jobs have been created for construction etc., as well as some permanent jobs to manage the investment</p>
Operationalisation (post-pipeline)	<p>The investment has been established and is operational. Permanent jobs have been created</p>

Potential Private Investment Pipeline

Lead

Final
Investment
Decision

Capital
Deployed

Operation

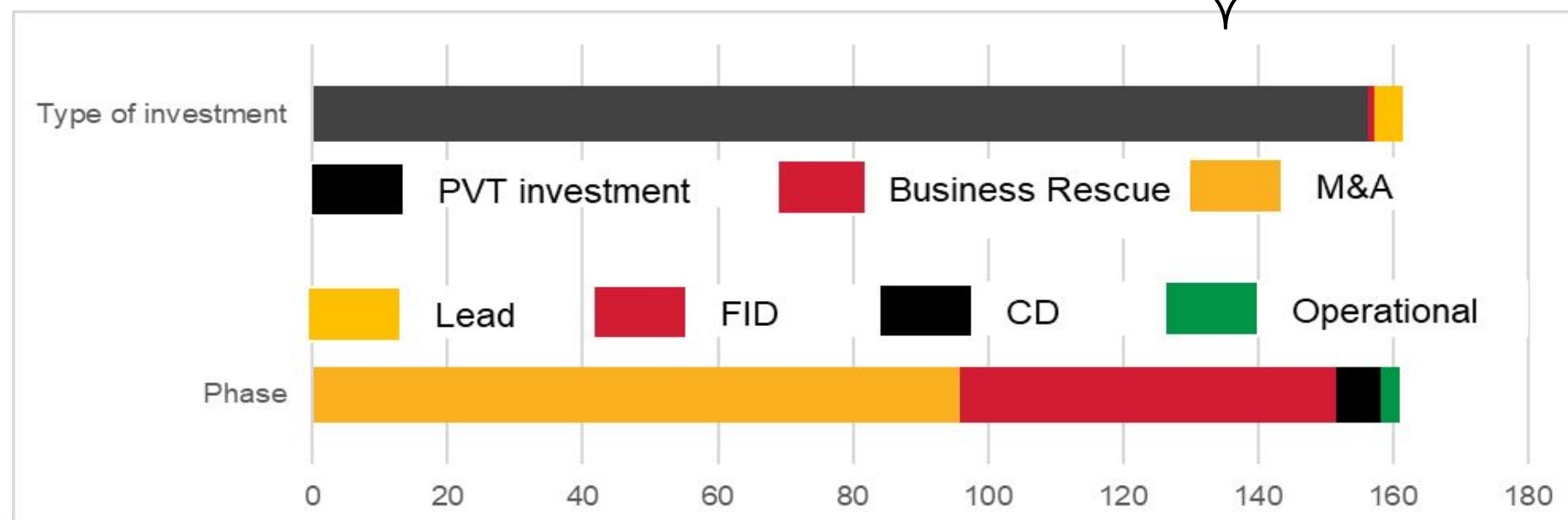
Investment Value:

N\$ 95,3Bn

N\$ 38,8Bn

N\$ 24,1Bn

N\$ 2,8Bn

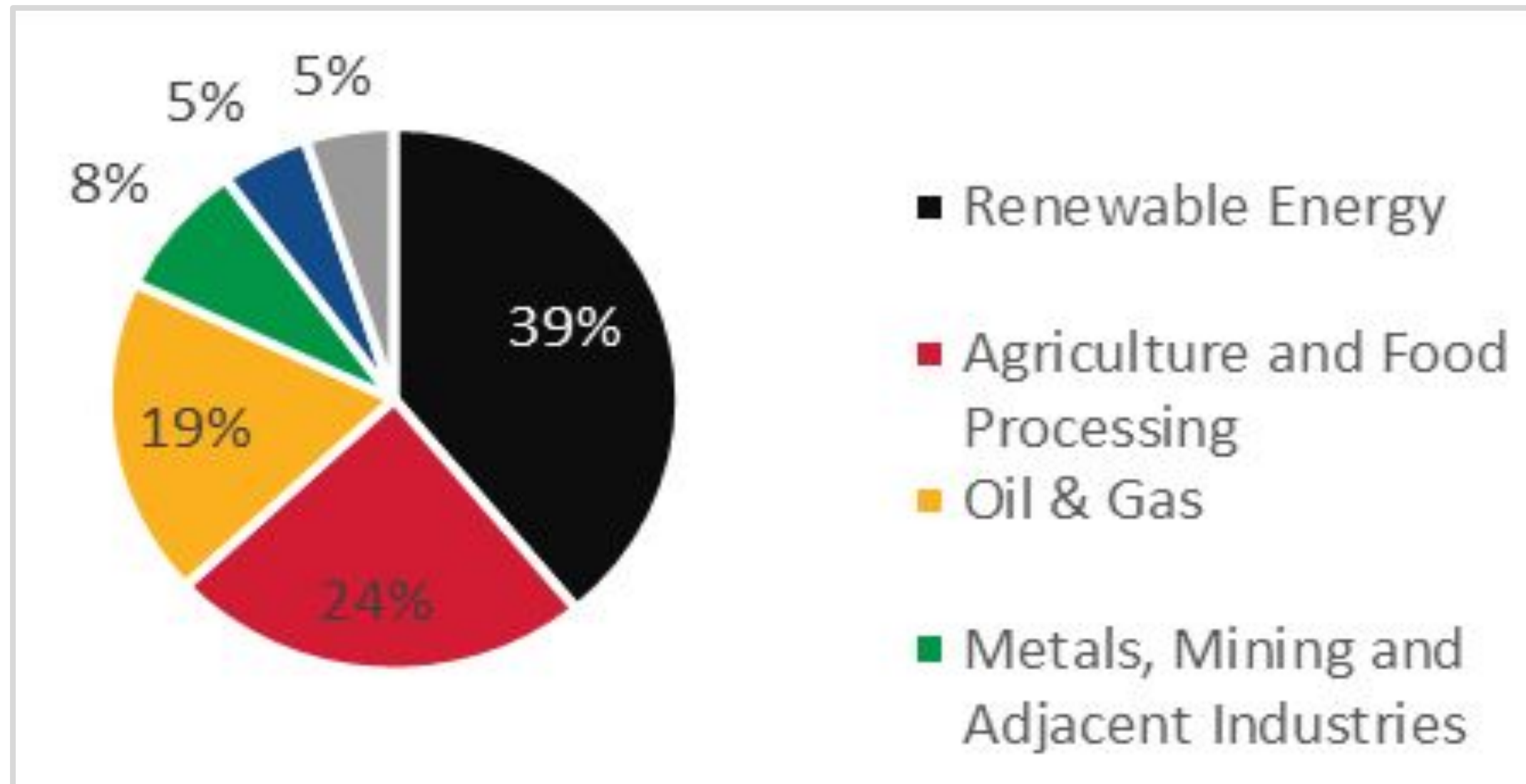


N\$ 161bn

Pipeline in March 2023

POTENTIAL PRIVATE INVESTMENT PIPELINE

Diversified interest across sectors -
Renewable energy was **73%** of the total pipeline on 31 March 2022 and is only **39%** on 31 March 2023.



 **N\$ 2.84bn**

Investments made through 4 currently operational projects supported by NIPDB.

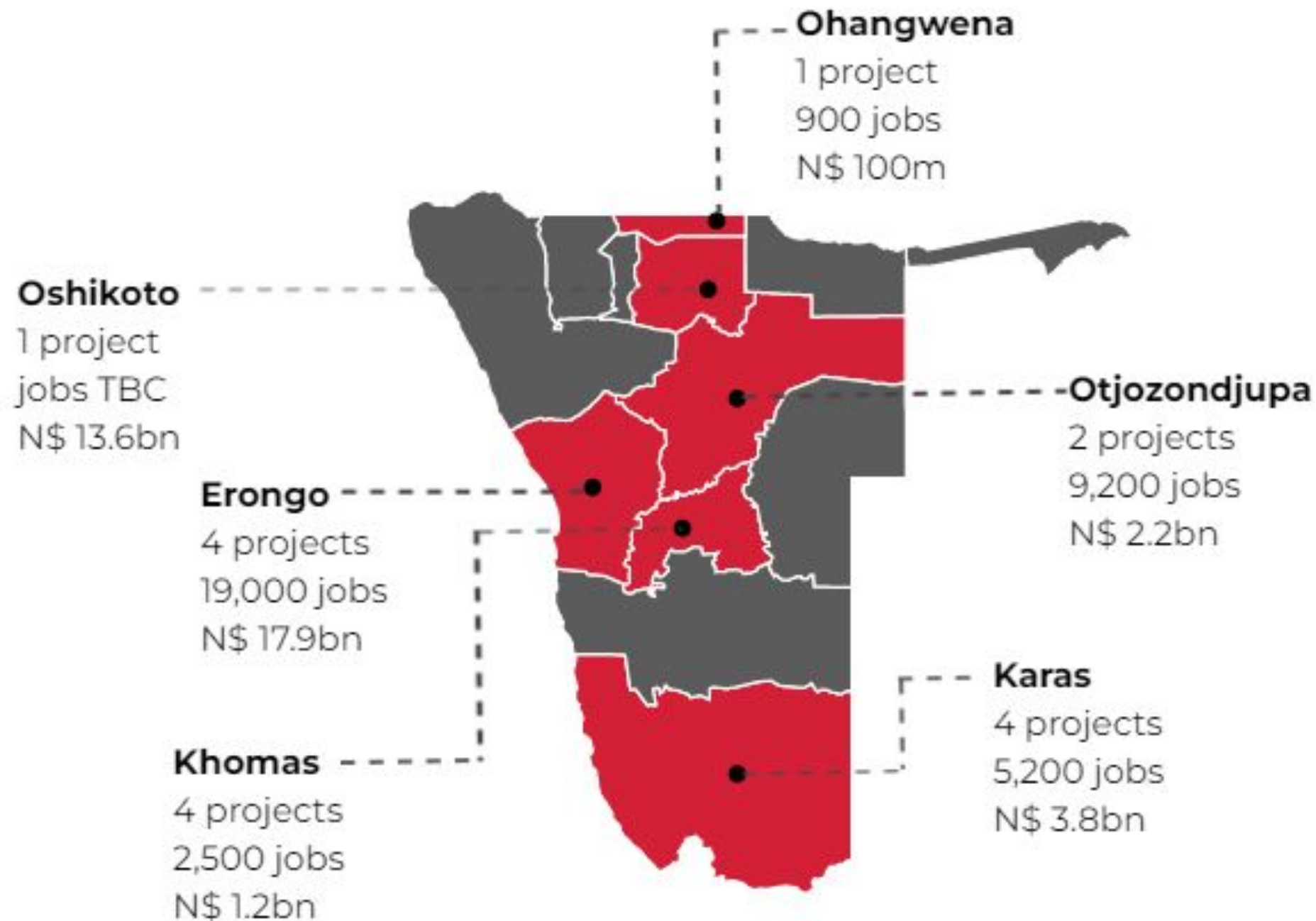


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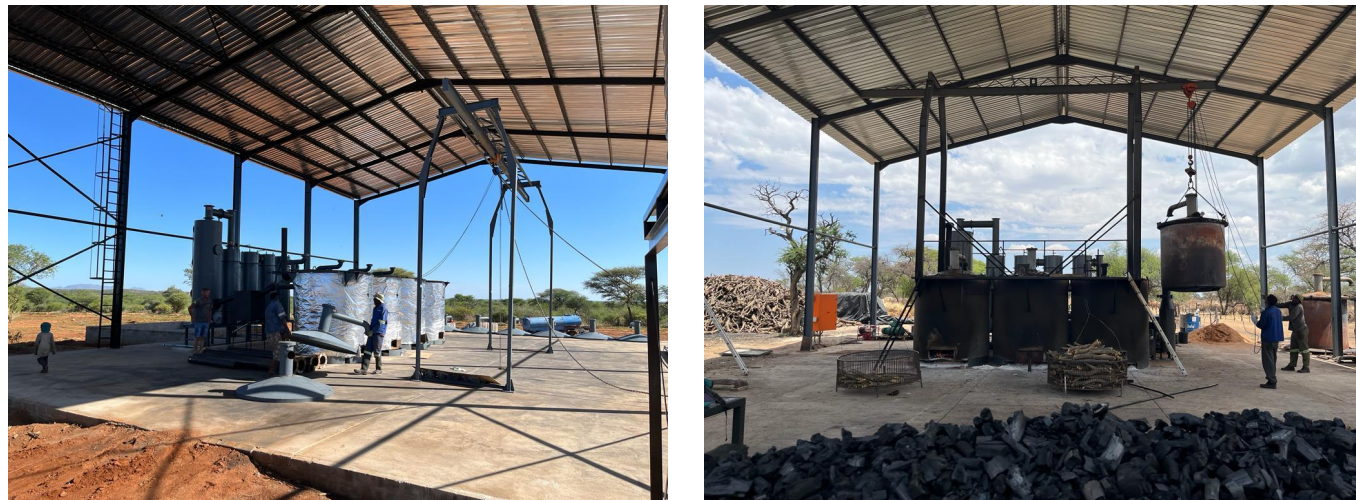
Direct, permanent jobs delivered plus 206 temporary.

POTENTIAL PRIVATE INVESTMENT PIPELINE

We are currently facilitating projects across Namibia (FID)...



SPOTLIGHT - COLLABORATION TO REALISE INVESTMENT: PYRONAM BIOCHAR



A subsidiary of a German company that is producing biochar and working to expand its facilities in Namibia.

The end product will be used as a soil amendment to improve soil quality and fertility in Namibia.

There are currently no certified biochar producers or products in Namibia, as the use of biochar in agriculture is still in its early stages.

How Namibia will win:

Each plant will employ up to 16 permanent workers and additional same amount at harvest farm seasonal employees during harvesting.

NUST is being consulted to bring the European Certification Agency (Swiss-based) to Namibia to open their first office in Africa.

Namibia will benefit as a country as negative emission certificates or Carbon Sink Certificates will be issued in favour of Namibia.

The project started its initial operations during 2022 and is groundbreaking five additional sites this year.

2028



5,600

Permanent



5,600

Seasonal

Planned Plants

Period/Year	Cumulative Number of Plants
2023	6
2024	18
2025	36
2026	72
2027	108
2028	350
2035	1,000

Expected Jobs

SOME SUCCESS STORIES FOR NAMIBIA AND NIPDB

Namib Mills Bakpro bakery

- N\$ 135m investment
- 119 jobs in Khomas Region
- Applied for manufacturing status in Nov 2019
- Approached NIPDB in May 2022
- Resolved in June 2022



Howard House Manufacturing

- N\$ 17m additional investment
- 105 jobs in Khomas Region
- Assisted with a work permit for a foreign director responsible for the planned expansion of the plant



Company A, NDA signed

- Over N\$ 100m investment made
- 35 jobs saved, and 40 new jobs created in Khomas and Erongo regions
- Supported with getting a struggling business an investor to inject cash and rescue operations



Otjimbele Asparagus Plant

- N\$ 130m investment
- 700 jobs at peak production in the Omusati Region
- Former investor withdrew
- An alternative investor was found to rescue the investment



Kelp Blue

- N\$ 36.5m investment made
- 27 jobs created at Phase 1, 50 - 80 Jobs at Phase 2, 1500-2500 expected jobs during full production.
- Supported with getting License and Environmental Clearance Certificate to resume operations.



...AND IN THE MSME SPACE

KEY MSME ACTIVITIES AND ACHIEVEMENTS



MSMEs were engaged over 30 sessions and received information concerning access to financing and new markets through the national **Know2Grow** campaign.



The TechNovation event showcased 25 MSMEs in the Cultural & Creative Sector.



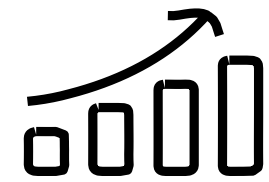
In 4 MSME App

791 verified MSMEs in Namibia are listed on the MSME database and will be loaded onto the In4msme App in order to increase accessibility for the users as well as increase access to financial and non-financial opportunities for the MSMEs themselves.



MSME catalogue of 800 MSMEs was created.

KEY MSME ACTIVITIES AND ACHIEVEMENTS (CONTINUED)



Market Access

As part of our efforts to provide greater market access and networking opportunities; Six start-ups attended Expo Dubai in person and Four MSMEs joined the USA-Africa Leaders' Summit Mission in December 2022.



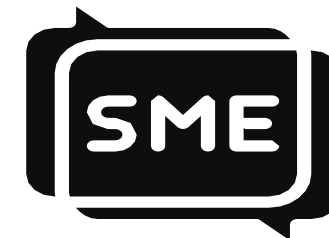
SheRebuilds Global Female Entrepreneurship Bootcamp 2022

34 Female Entrepreneurs were selected to attend online training class –Business Development Lab program run by Riga Business School (RBS), starting the beginning of January - April 2023.



K2G High Potential Pool

5 private sector partners were secured, namely; FNB, NedBank, Standard Bank, Bank Windhoek and Letshego, roll out of activities will commence in March 2023



K2G NextGen

3 MSMEs received N\$20,000 cash prize awards courtesy of ABinBev, coupled with training from World Bank Innovation Bridge Portal. All 3 MSMEs are investing the funds towards product development. Another 3 MSMEs received highly subsidised 6 months retail space from Tsumeb Mall.

DEVELOPING AND REFINING THE K2G HIGH POTENTIAL POOL

Objectives

Facilitate export and domestic trade opportunities into various markets (Africa, USA, Asia, Middle East, Europe).



Target groups

MSMEs who have successfully applied to be selected for the HPP.



Status

Pool currently has 40 vetted businesses
B2B meetings, pitching, workshops, technical support, product & brand development, certification and licensing.



Next steps

Monitoring and evaluation of growth for a period of 36 months.



MSME SPACE SPOTLIGHT - JOSSOB INVESTMENT CC



Notable dates:

- **November 2021** attended the IATF in Durban;
- **December 2021**, an international order was placed;
- **March 2022**, he was able to scale his supply from an initial truckload a month to eight truckloads per month to Cape Town, South Africa;
- In 2022, he started supplying various wholesalers in Pretoria, South Africa; and
- They increased their sales from 5 containers per month to 5 containers per week.
- Jossob is currently shipping 340 containers per year to countries like Greece, UAE, Qatar and Saudi Arabia.

A great Namibian MSME success story...

MSME SPACE SUCCESS STORIES

Ilotu Cosmetics

An all-Namibian owned cosmetics Manufacturing company.



- November 2022, K2G NextGen awarded retail space (Tsumeb) plus retail coaching.
- February 2023 - Chelete Cage Won N\$20k (2nd place).
- Funds invested in clinical trial testing for line products.

Ndaka Mushrooms and Processing cc

A business focused on mushroom farming and processing.



- November 2022, K2G NextGen awarded retail space (Tsumeb) plus retail coaching.
- February 2023 - Chelete Cage pitched for seed funding, Won N\$30k (1st place).

MIC Procurement

A retail store selling a wide range of products including; tiles, bathware, faucets and kitchen countertops.



- November 2022, K2G NextGen - awarded retail space that was allocated to fellow winner Ndaka Mushroom.

MIST Agricultural Laboratory (MISTAL)

Produces a variety of plant-based food products from indigenous sources.



- As a result of the mission to Luanda, Angola, MISTAL is currently in negotiation with the Angolan Association of Young Producers (AAYP), through which they are set to secure buyers through the association members. The MoU has been drafted and is being reviewed.

Nels Babies

A baby company which focuses on selling baby beddings and clothes.



- The NIPDB came to learn of Nel's Babies & Kiddies through the mission to Angola.
- NIPDB learned of Nel's funding challenges to open 3rd store in Grove or Maerua Mall.
- NIPDB assisted with securing funds from a commercial bank.
- 3rd shop now open in Grove Mall.

IN CLOSING

TAKEAWAY SUMMARY

- We are pursuing improved collaboration across GRN and PVT sector to deliver value for Namibia.
- More investor confidence and more sector diversification evident in the pipeline and reported FDI figures.
- More targeted support offered to scalable MSMEs. New year focus on StartUps and HPP program.

**THANK YOU TO
ALL OUR
STAKEHOLDERS**

Q&A



Unlocking opportunities: enabling a better quality of life for all Namibians

Ms. Nangula Uaandja - Chairperson and CEO

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NIPDB

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