

CATALOGUE

of Projects and Potential Investment Opportunities in Namibia



Namibia is Open for Business



Projects and Potential Investment Opportunities

Investing in Namibia

The Namibia Investment Promotion and Development Board (NIPDB) serves as a one-stop shop for all companies aspiring to do business in Namibia.

As a public entity in the Office of the President, the NIPDB exists to facilitate investments into Namibia, and we pride ourselves in providing professional and personalised guidance tailored to each client's unique needs and interests. Once you have made the decision to do business in Namibia, the NIPDB is your first point of call.

As part of our service offering, the NIPDB assists potential investors to set up their businesses in Namibia. Our aim is to make Namibia the investment destination of choice by improving the ease of doing business, starting with eliminating red tape and driving policy reforms.

We promote investment in key sectors including, but not limited to: mining, agriculture, renewable energy and tourism.

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Project name:

Kahakwena Smart Cattle Farming



Project Name: Kahakwena Smart Cattle Farming

Company: Kahakwena Holdings (Pty) Ltd.

Project Description

Kahakwena Holdings owns an 8,000 ha portion of land in Grootfontein, Namibia which will be apportioned as detailed below across the various operations of our proposed project.

Primary Operation: Cattle Feedlot (5,000 heads of cattle over 2,000 ha of land)

Our company intends to fatten cattle in pens/feedlots. Cattle will be purchased from the Grootfontein, Tsumeb and Otavi districts where it is cheap, and transported to our farm which is located in Grootfontein. We will then feed the cattle for a period of 90 days. During this period, we expect the cattle to increase in weight, and an increase in the quality of the beef to super grade. We will then sell the cattle, primarily in the export markets, and make a profit. We will continuously do this throughout the year.

The key features of the Kahakwena Holdings operation is decent job creation for people in Namibia and the greater SADC region, socio-economic development by transferring wealth to rural areas and increased exports to generate positive foreign currency reserves for Namibia and the region.

Secondary Operations: Renewable Energy, BioFuels & SMART Farming

In addition to our primary described above, we intend to establish operations that are aligned with the vision of a Green Economy, with focuses on Renewable Energy, BioFuels and SMART farming:

- Renewable Energy - Solar Power Plant (5 MW over 100 ha of land)
- Renewable Energy - Biomass (100,000 tonnes annually over 5,700 ha of land)
- BioFuels - BioMethane Refinery (100 tonnes annually over 50 ha of land)
- BioFuels - BioDiesel Refinery (100 million litres annually over 50 ha of land)
- SMART Farming - Aquaculture: Tilapia & Prawns (100 tonnes annually over 50 has of land)
- SMART Farming - Hydroponics: Lettuce & Kale (100 tonnes annually over 50 ha of land)

“*Smart farming*” is an emerging concept that refers to managing farms using technologies like IoT, robotics, drones and AI to increase the quantity and quality of products while optimising the human labour required by production. Among the technologies available for present-day farmers are:

- Sensors: soil, water, light, humidity, temperature management
- Software: specialised software solutions that target specific farm types or applications agnostic IoT platforms
- Connectivity: cellular, LoRa
- Location: GPS, Satellite
- Robotics: Autonomous tractors, processing facilities
- Data analytics: standalone analytics solutions, data pipelines for downstream solutions

Progress to Date

Having started with a herd of less than 100 cattle, Kahakwena Holdings currently owns a 8,000 ha farm in Grootfontein with a livestock herd as detailed below:

- 1,500+ heads of cattle
- 3,900+ heads of goats and sheep

The operation has been running for 3 years and has been serving local markets, selling at auctions and directly to consumers.

Commercial Feasibility

Our primary operation, being the free-range fattening of cattle, has been steadily growing, which proves the feasibility of seeking a more advanced fattening approach through the pens/feedlots to expand this operation. Regarding our secondary operations, we are currently in the early stages of feasibility studies for the renewable energy and biofuel operations, which will be completed with funding raised from investors in the project.

Investment Required

To successfully implement the project, a total of N\$ 400m will be raised from various sources. The funds will be used for construction of buildings, the purchase of machinery and equipment and working capital.



Project name:

Triple M Quarantine and Feedlot Facilities



Project Name: Triple M Quarantine and Feedlot Facilities

Company: Triple M Agricultural Services CC

Project Description

The project's primary objective is to set up secure quarantine and feedlot facilities in the northern regions (foot and mouth diseases infested areas) of Namibia for the purpose of improving the health and quality of beef cattle in the region to be able to integrate the northern beef business to national and international beef markets.

The project will also need to purchase farmland in the southern areas (foot and mouth disease free zones) of Namibia where cattle can be kept, finished (final fattening process) and sold to international markets.

The establishment of facilities and integration will enable the organisations to achieve the following objectives:

- Purchase cattle at low prices (at approximately 1.00 USD/kg) in the northern regions or northern communal area (NCA) of Namibia
- Subject the cattle to secure infrastructures (e.g., electric fencing) which will prevent them from getting in contact with other animals including game. This will also prevent the destruction of facilities by elephants.
- Subject the cattle to quarantine processes as per the world organisation for animal health (OIE) standards to improve animal health
- Subject the cattle to feedlot processes which will improve the animals beef quality,
- transport the animals to the southern areas of Namibia for the purpose of selling them to the international export abattoirs (at approx. 3.00 USD/Kg)

The northern communal area of Namibia is an untapped strategic area for the purposes of beef cattle business (purchases and fattening) due to the following reasons:

- There is currently no formal market where the communal farmers can sell their cattle to which is a process which the organisation would like to establish.
- There is a high number of unemployed people who can be employed by the organisation.
- There is availability of water for crop production which will be used for animal feed.
- There is availability of rangelands which can be accessed and improved for purposes of feedlot setups.

Besides the financial benefits for the investors and shareholders, the project also plans to realise the following benefits:

- Integration with communal farmers to help them improve their livestock health and quality.
- Create employment opportunities (permanent and seasonal) for people in the regions.
- Integration with the educational system to provide internships to the youth within the different areas of the organisation.
- Provide quality living standards (health and accommodation) for employees.
- Provide training and development opportunities for employees.
- Implement different corporate social responsibility initiatives targeted at youth development.

The project in partnership with the government of Namibia will also target to resolve the following challenges experienced in the NCA:

- Lack of proper road infrastructure for easy cattle transportation in the communal areas.
- Ongoing destruction of infrastructure and crop fields by unmanaged elephants in the region.

Progress to Date

To-date the project has:

- acquired the first farming unit in the northern part of Namibia which measures about 4,937 ha on 99 years leasehold period (leasehold attached)
- purchased about 150 cattle and 100 goats
- erected 5 camps and is busy erecting 6 more to attain 10 camps to be able to best manage the quarantine processes
- purchased a tractor for ploughing and planting of animal feed
- purchased debushing equipment for clearing of farm roads and crop fields
- installed two boreholes (one with solar pump supplying a 10,000 litre tank and the second one is a diesel pump supplying a 50,000 litre dam)

Commercial Feasibility

Several studies were conducted as part of the proposal development, including an Industry analysis and Grade distribution and Cattle health regulations studies.

In short, there are approximately over a million cattle in the northern region of Namibia of which less than 2000 make it to the international markets. Cattle purchased in the northern region can be sold at prices almost 4 times higher by taking them through quarantine processes and feeding for a short time (minimum 3 months).

Investment Required

The project is looking of \$ 29m in long-term funding. The funds will be used for:

- Farmland - purchasing of farms in the southern regions of Namibia where cattle will be finished (final fattening stage) and sold to the export abattoirs
- Infrastructure - setting up of electric fencing, quarantine camps, housing, farm clinics, storage facilities, roads, solar electricity, irrigation systems and supporting infrastructure, as well as, hydroponic systems and purchasing of seeds
- Implements – purchasing of trucks, ploughs, planters, and harvesters
- Livestock - purchasing of livestock that will go through the quarantine and feedlot processes
- Transportation – purchasing of trucks and vehicles to be used on the farms for operations such as transporting cattle
- Operations – payment of operational activities such as external support, repairs, maintenance and services such as veterinary
- Personnel and Consultancy- salaries, including benefits for employees, as well as hiring of consultancy and training services to enhance knowledge in the feedlot value

Project name:

Development of Feedlots and Fodder Production Schemes



Project Names: Development of Feedlots and Fodder Production Schemes

Company: Meat Corporation of Namibia (Meatco)

Livestock Sector and Meat Industry Projects with Investment Potential in Namibia

The livestock industry in Namibia is significant in that it contributes around 70% to the agriculture sector's contribution to GDP, while employing a large number of people across its value chain. Namibia is renowned for the good quality of its livestock breeding material as well as meat and has been a net meat exporting country for years. In order to contribute to national economic growth and development, the Namibia Agriculture Policy, guided by Vision 2030, prioritizes the need for the country to take maximum advantage of the country's livestock resources through job creation and skills development.

Government priorities in the livestock industry is mainly focusing on the following areas:

- Development of Feedlots and Fodder Production Schemes
- Upgrading and Construction of Agro-processing Infrastructure

Development of Feedlots and Fodder Production Schemes

Namibia is a net exporter of livestock, meat and meat products to South Africa, European Union, United Kingdom, Norway, Reunion and the People's Republic of China. Export to South Africa are mainly animals on hoof, of which 99% are weaners, i.e. young animals that are not ready for slaughter. This on average represents 60% of the marketable cattle in the Foot and Mouth Disease Free Zone of Namibia, the area South of the Veterinary Cordon Fence from where slaughter cattle are procured for export purposes. A weaner is an animal that is less than 18 months and weighs between 180 kg – 350 kg.

The larger share of the live exports is influenced by severe and instant droughts as well as predatory prices offered by South African speculators who make it attractive and appetising for the Namibian farmers in the communal areas to focus on weaner production as this pricing strategy present benefits of quick and high returns with low production cost per head to the producers as compared to growing weaners on the farm to attain a slaughter weight of 450 kg through extended grazing through backgrounding and supplementary feeding through feedlot operations.

The other comparative advantage that the South African competitors have is that their feedlot operations and abattoirs are closer to the feed and fodder production areas in South Africa compared to the feedlot operators in Namibia that heavily depend on fodder and feed imports from South Africa and Zambia. The South African operators are also allowed to administer the growth hormones that enable the operator to grow the weaner much quicker than in Namibia where the use of growth stimulants is prohibited by law. The reduction in the production of slaughter animals had severely affected throughput at export abattoirs and consistent supply of exportable products to niche markets globally that are currently operating way below their capacities. 99% of the weaners that are exported are exempted from the gazetted export levy of 30% as their weight fall below the threshold of 450 kg.

The competitiveness, profitability and sustainability of export abattoirs is highly dependent on optimum throughput, operational efficiency and efforts to maximise returns from the export markets. Throughput at export abattoirs in Namibia is guaranteed by the size of the national herd, which requires adequate and targeted investment to unleash the potential that the meat industry can contribute to job creation, foreign exchange earnings, economic growth and the industrial development agenda of Namibia. Investment in feedlot and fodder production schemes in Namibia is therefore critical to retain a significant number of weaner exports to sustain throughput at export abattoirs, support value addition locally and promote export of diversified products.

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Project name:

Project 2: Upgrading and Construction of Agro-processing Infrastructure



Project Names: Upgrading and Construction of Agro-processing Infrastructure

Company: Meat Corporation of Namibia (Meatco)

Upgrading and Construction of Agro-processing Infrastructure

Agro-processing is the subset of manufacturing that processes raw materials and intermediate products derived from the agricultural sector. Very few agro-processed products from Namibia are exported. The country is a net exporter of unprocessed agro-products, especially from the livestock subsector. Agro-processing offers significant potential for increasing value addition, creating jobs and income, enhancing food security and reducing dependency on imports.

The Ministry of Industrialization and Trade emphasises the importance of ensuring that the Government’s objective of increased primary production and value-addition in the agriculture sector and agro-industries in Namibia is achievable in line with Namibia’s Industrial Policy and the Growth at Home Strategy. Specifically, the Namibia Agricultural Policy, 2015 promotes a fair share for Namibian originating primary and processed agricultural products in the international markets as well as competitive sourcing of production inputs.

Namibia’s existing value-added facilities - such as meat processing plants, canneries, and by-product plants including tanneries - are either underutilised or not operational. There is, however, potential to produce processed agricultural products for export in order to improve the country’s trade balance.

Furthermore, some of the production infrastructure such as abattoirs, deboning facilities, meat processing, cannery, tannery and by-product plants are aging and need to be upgraded and expanded with modern technologies and equipment to improve efficiency and increase production through automation to meet the demand of established trading partners and be on par with other competitors globally in agro-processing, value addition and manufacturing thereby promoting export of a range of value added products. Investment potential also exist in preparing cattle hides in Namibia to make soup for the West African market. Therefore, investment in the upgrading and expansion of the existing infrastructure and construction of new production facilities is of paramount importance in order to increase production and improve efficiency.

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Project name:

Tandjieskoppe Irrigation Project



Project Name: Tandjieskoppe Irrigation Project

Company: Ministry of Agriculture, Water and Land Reform

Project Description

The Tandjieskoppe Green Scheme project is located in Tandjieskoppe near Noordoewer, in the //Karas Region.

The project covers 4 000 ha of irrigation area for the production of Lucerne, table grapes, dates and vegetables. This project is aimed at increasing food security, import substitution and creating employment for the Namibians.

Progress to Date

The site is identified and the feasibility study is completed. The project design plan is yet to be done.

Commercial Feasibility

The project is suitable for producing table grapes, dates and vegetables. Through this project, the Government of Namibia, through the Ministry of Agriculture, Water and Land Reform, intends to attract private investment and irrigation expertise to help achieve its objectives of increased food production and skills transfer to emerging irrigation farmers. The project will draw its water supply from the Orange river, which is perennial and within a kilometer distance.

Investment Required

Investment of N\$650 million (about USD36 million) is required to fund the development of the project on a Build, Operate and Transfer (BOT) basis.

Project name:

Zone Irrigation Project



Project Name: Zone Irrigation Project

Company: Ministry of Agriculture, Water and Land Reform

Project Description

The Zone Green Scheme Irrigation Project is located along the D3407 Nkurenkuru-Okongo main road approximately 30 km northwest of Nkurenkuru Town in the Kavango West Region. Once developed, the project will comprise of the commercial section (1250 ha), medium scale farmers (300 ha) and small-scale farmers (250 ha).

The project covers 2000 ha of land earmarked for agricultural production under irrigation and is suitable for production of animal feed, maize and vegetables. The project is expected to enhance national food security, employment creation and contribute to import substitution.

Progress to Date

The site is identified and the feasibility study is completed for the project to commence.

Commercial Feasibility

Opportunity exists in the development of the area for the production of animal feed, maize and vegetables to increase food production in the country. There is sufficient water to be sourced from the perennial Kavango river which is about 2 kilometer away.

Investment Required

The private investor is required to take over the development of the Project on lease basis through build, operate and transfer model to develop the land to its full capacity. The estimated amount required for this investment is N\$389 million (about USD22 million).

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Project name:

Schonau Solar Energy



Project Name: Schonau Solar Energy

Company: Schonau Solar Energy (Pty) Ltd. by Emesco Energy (Namibia) (Pty) Ltd. (Emesco)

Project Description

Schonau Solar Energy (SSE) is a 125 MWp solar PV plant being developed by Emesco near the town of Karasburg in the //Kharas Region of southern Namibia.

The project, valued at USD 107m will generate and export the electricity with the purpose of selling energy into the Southern African Power Pool (SAPP) Competitive Markets.

Emesco currently owns 100% of SSE and will be responsible for the development of the solar PV facility in its entirety based on the Modified Single Buyer (MSB) framework, as an eligible generator and exporter, as developed by the Namibian Electricity Control Board (ECB) in conjunction with the Operating Guidelines of the Southern Africa Power Pool.

Emesco has several years of experience working with key stakeholders including the regulator, various ministries and the public utility, which enables Emesco to confidently pursue the SSE project. Emesco has recently concluded the development phase of a solar PV project in the //Kharas region making it the first entity to navigate the Modified Single Buyer regulatory framework.

SSE will fulfil the role of an Independent Power Producer (IPP) on a Build-Own-Operate (BOO) basis and Emesco, as developer, arranging all the necessary financing, insurance, authorisations, engineering, procurement and construction requirements for the solar PV facility. Emesco will provide overall project management as required to develop, construct, own and operate the project until the end of plant design life.

The development of this project will contribute to energy access and the promotion of economic development of southern Africa by increasing the availability of renewable energy via the SAPP to southern African countries. This investment will allow southern Namibia to benefit from its natural resources.

The plant will reduce the annual GHG's emitted in the production of utility supplied power in the region by 331,973 tCO₂. This investment in Namibia's energy supply industry will result in the cost of energy reducing across the region, thereby improving access to energy, and opportunities for individuals. The project will increase skill levels in the region, creating 400 temporary job opportunities during construction, 60 seasonal and 15 permanent during operations.

Progress to Date

- Commercial, technical and legal pre-feasibility - Completed
- Ministerial approval of change of land use - Approved
- Environmental Clearance Certificate – Completed
- Generation and export licence approvals - Completed
- Seller registered as Eligible Generator with MSB office - Declaration of intent submitted
- Southern African Power Pool membership - In progress (letter of support received - subject to generation licence approval)
- Project Preparation Fund from Development Bank of Namibia- Received

Commercial feasibility

The African Development Bank recognised Namibia's Electricity Control Board (ECB) as one of the top five Regulators in Africa through the Electricity Regulatory Index for Africa 2021. The Electricity Regulatory Index covers issues relating to the development of effective and investor-friendly regulatory frameworks.

The SSE project is based on the implementation of effective and investor-friendly regulation by the ECB. The MSB framework allows SSE to participate as a Market Participant on the Southern African Power Pool's (SAPP) competitive markets through the export of electricity from Namibia. Considering recent generation challenges faced by large utilities in SADC, the SSE project will position itself to capture market-share lost by failing utilities, through reliable and predictable solar generation.

Emesco has completed its market investigation and concluded that participation on SAPP's USD-based day-ahead markets offers stable cash flows and above-market returns for the 30-year project life, satisfying both debt and equity participants.

Accompanied by an excellent renewable resource, favourable regulations, access to well-maintained infrastructure, and a stable political environment, SSE offers investors the opportunity to participate in one of Africa's most innovative low-risk renewable energy projects. In addition, under Emesco's leadership and with the assistance of key Namibian stakeholders, the first project under the modified single buyer (MSB) framework (Rosh Pinah Solar Park) reached financial close within 10 months from the signature date of the power purchase agreement, during the peak of the Covid-19 pandemic in Namibia. This is a tremendous achievement for the company and serves as evidence that Emesco is qualified to deliver a well-developed project to investors.

Investment Required

Emesco is seeking financial institutions to participate in a blended finance structure as debt participants in partnership with the Development Bank of Namibia (DBN). Through the assistance and support of DBN SSE will benefit from access to a measure of concessional finance.

Emesco is seeking USD 75 million in debt based on a 70/30 debt-equity ratio. The combined use of the debt and equity will be applied to the construction of the SSE project, which will be drawn on over the 18 months of construction period leading up to commercial operation in Q1 2025. Considering the long-term project life, SSE seeks a debt tenure of 15 to 20 years to enhance the robustness of the project.

Project name:

Nakathilo Commercial and Logistics Plaza



Project Name: Nakathilo Commercial and Logistics Plaza

Company: Trans-Kalahari Logistics CC

Project Description and Commercial Feasibility

Trans-Kalahari Logistics CC has developed plans for a new commercial infrastructure project which will culminate in the construction of Nakathilo Commercial and Logistics Plaza. On completion, this will be a multi-tenant business park serving as a key logistics and commodity distribution hub in the North of Namibia. Strategically Located on Erf 8096, extension 18 Ondangwa, and on 20,000m² of land, we aspire to build:

- 1788m² of cold storage facilities with the capacity to hold more than 4000 cubic metres of frozen or chilled product as the anchor amenity.
- 4440m² of dry goods commercial warehouse space, supported by on site office and business support amenities.
- 5899m² of office space for rental to a diverse range of businesses and for use in support of the warehouse operations on site.

The corporation intends to develop this infrastructure and rent it out to commercial tenants, primarily in the fast-moving consumer goods (FMCG) wholesale and retail sector. This project was inspired by the gap in logistics and warehousing infrastructure that we identified in this fast-growing region of Namibia. Product cold chain management is particularly challenging for businesses in this region. Maximum average annual temperatures exceed 30C for up to 8 months of the year including peak periods in the FMCG sector such as December festive holidays.

The town of Ondangwa itself, is strategically positioned in terms of access to critical trade routes in the north of the country. It can be used as transit point for product destined for neighbouring Angola, Zambia, Zimbabwe and our proposed development site sits virtually at the intersection of three major highways leading from Ondangwa to three significant northern towns, namely:

- Oshakati
- Oshikango
- Ongwediva

This site would therefore draw interest from businesses in all these towns and beyond our borders, as an ideal base for holding and managing bulk inventory, closer to its intended market. The town of Ondangwa is home to the only fully operating international airport in northern Namibia, and this is ideal for this project as the site is less than 10 minutes' drive from the Andimba Toivo yaToivo International airport.

Progress to Date

The project is based on two development phases namely phase 1 (PH1) and phase 2 (PH2). Funding permitting, this project can be completed in 24 months, commencing on 1 September 2022 and with a completion date of 31 August 2024. The development will consist of the following distinct activities:

- Access roads, platform & external works
- Mega warehouses and mid-sized distribution warehouses
- Commercial centre
- Commercial Cold storage
- Storage/trading Garages

To date, land acquisition and planning, Licensing and Environmental Impact Assessment (EIA), Financial projections and feasibility studies , as well as, Geotechnical Surveys and stormwater studies have been completed.

Investment Required

Trans Kalahari Logistics CC has secured title to ERF 8096, extension 18 Ondangwa, the company has since invested N\$ 3,6m to bring the project to financial close. The Corporation is seeking Mortgage-loan Finance to the tune of N\$ 265m. This will enable full completion of the capital project described above over the course of 24 months. We propose repayment of the loan over a period of 20 years commencing from the date of completion of building activities. We have stuck to the following relatively conservative key assumptions in our budgets:

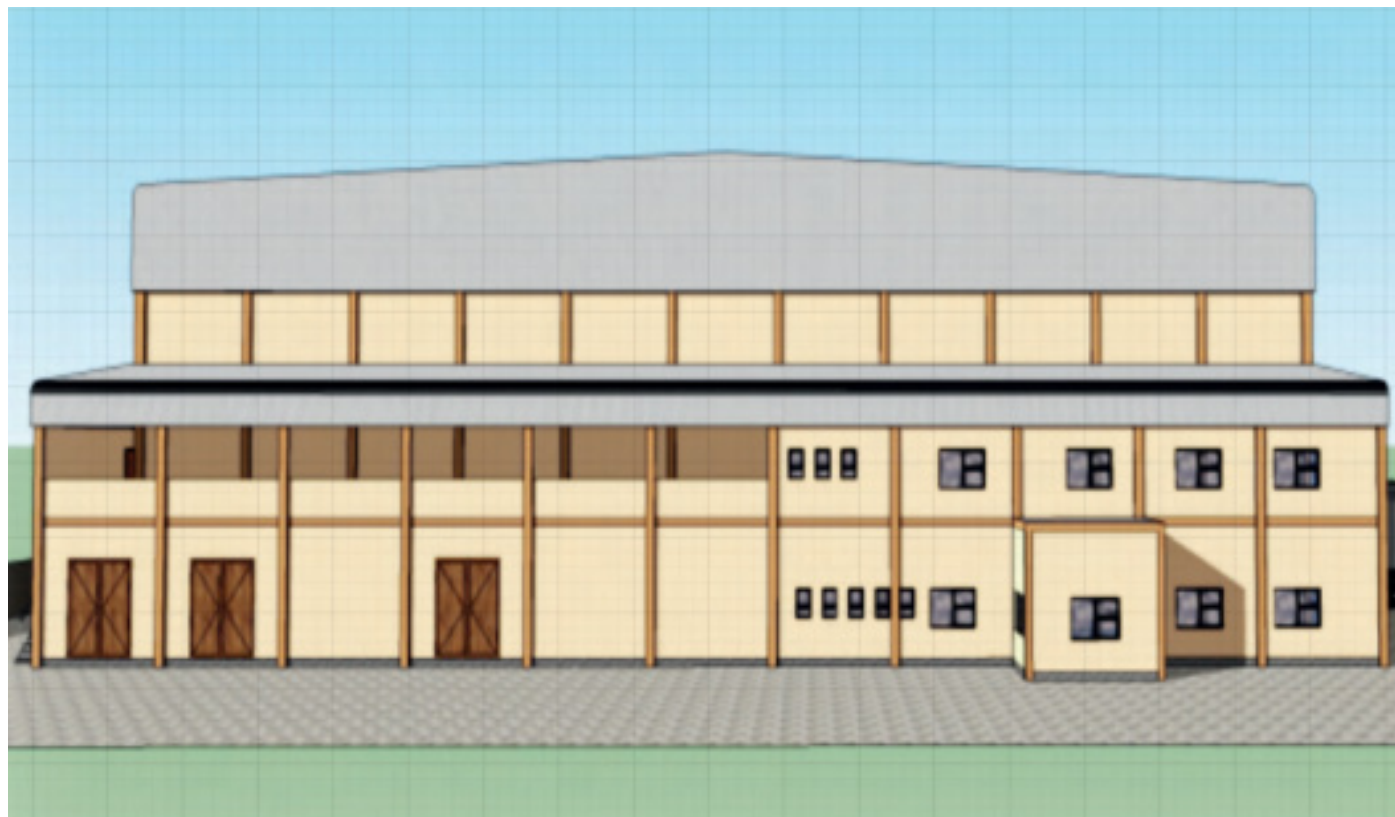
- Bond interest rate of 11.75%
- Rental income annual escalation of 8%, while operating expenses are escalated at 10% per annum throughout the period.
- 80% occupancy of all available rental space throughout the bond repayment period.

The company is considering equity partnership as a form of finance for the project. Equity partners can invest on a 40/60 shareholding basis, with the partner acquiring 40% shares and Trans-Kalahari Logistics retaining 60%. The funds from the sale of equity will be used to complete phase 1 of the project, and the rest of the funding will be obtained through senior debt financing from local commercial banks or other financial institutions.



Project name:

Walvis Bay Consolidated Cold Storage



Project Name: Walvis Bay Consolidated Cold Storage

Company: Walvis Bay Consolidated Cold Storage (Pty) Ltd.

Project Description

The company intends to construct a 10,000 metric tons, modern, high density, and multi-commodity cold storage facility in the port city of Walvis Bay which will be offered for rental on time/capacity rate basis to the fishing companies, frozen fish importers, frozen chicken importers, and beef exporters. The proposed commercial cold storage will cover both chilled and frozen products across a range of commodities. In addition to storage the business will provide a range of additional services such as repackaging, weighing, handling and various sorting options to a broad range of customers. The Cold Storage facility will provide high density storage for up to 10,000 metric tons of frozen fish, frozen chicken & meat products.

The business is about building a modern, large capacity commercial cold store that will provide a range of services to the many local and international customers. There are a number of sectors through which the business will achieve sales. The company will provide a valuable outlet for the fishing industry especially for all companies awarded new fishing rights most of whom don't own their own cold storage facilities. The business will also service the critical need within the meat sector both frozen and chilled. The buoyant wholesale market for fish, meat and chicken will also be a key source of revenue as well as the retail sector which is performing strong in the region. Food processors and fresh produce which are key areas of growth will be long-term areas of growth, revenues from this sector will be modest to start with but will become key market segments in the future.

Progress to Date

Feasibility studies, comprehensive business planning with financial viability studies, licensing, EIA and designs have all been completed. Furthermore, as part of the partnership with the Namibia Development Corporation (NDC), land to the value of N\$ 20 million has been acquired.

Commercial Feasibility

Establishing a cold storage business in Walvis Bay could be a great opportunity due to the town's increasing importance as a gateway for trade into southern Africa. A modern cold storage facility could help raise the bar in services and efficiency, with the use of the latest technology. A strong corporate image, digital marketing, advanced technology, and great service offerings could position the business as the leading cold storage in the region.

The demand for commercial cold storage facilities in Walvis Bay is currently not being met, with many companies sending their products to South Africa. This demand is expected to increase due to the port expansion. There is currently only one competitor in the market, so there is a need for another cold store without causing a supply shortage or price war. The growth of the food sector, driven by a shift from informal to formal trading structures, will create significant growth in the cold storage sector in Africa. Although there is no detailed report on the cold storage market, research from the consumer sectors provides valuable indicators of real demand.

Investment Required

The total project cost is equal to N\$ 110m / USD 8.5m and no financing has been secured.

An Equity and Debt financing deal is sought. As part of the partnership with the Namibia Development Corporation (NDC), land to the value of N\$ 20m has been given to the business in return for a 20% equity stake in the business. The remaining 80% shares will be shared between Walvis Bay Consolidated Cold Storage (Pty) Ltd and any potential investor, whereby the potential investor may acquire 40% or more shares as equity and WALVIS BAY Walvis Bay Consolidated Cold Storage (Pty) Ltd will retain the remaining 40% or less shares in the form of debt finance that will be serviced by Walvis Bay Consolidated Cold Storage (Pty) Ltd.

The option exists to look at a Build Operate and Transfer (BOT) deal structure for a period of 15-20 years.



Project name:

Gibeon Agricultural Scheme



Project Name: Gibeon Agricultural Scheme

Company: Sadadi Enterprises CC

Project Description

A medium size irrigation project is planned in the Southern region of Namibia along the B1 Bitumen road between Mariental and Keetmanshoop in Hardap Region along the road to the southern border with the Republic of South Africa. The land demarcated for the irrigation scheme has already been secured at the site, Hoppy Garden-513, P-2, near Gibeon B1-Bitumen Road Turn-Off, Gibeon, Hardap Region, for Agro-Business Development and Tourism and Economic Development. Centre pivot and Drip Irrigation systems will be used to irrigate the project and will produce demand crops like Dates and Grapes for targeted markets in Eastern Asia. Also, crops for the home market like maize, wheat, rye, rice, and a wide range of vegetables and fruits.

Progress to Date

To date, adequate land has been secured and more is available for future expansion. Preliminary marketing has been done in the Middle East and Asia. The project targets investors with expertise and capital resources in production, investment capital provision, value addition and marketing development for production, processing and marketing of Dates, Cotton, Rye, and Oat, Green Onion, Cabbage, Iceberg lettuce, Sweet Potato, Celery, Tomato, Sweet Pepper, Cucumbers, Zuni Squash, Melon, Eggplant, and Mushroom. Feasibility, Environmental Impact and Management Studies are yet to be carried out.

Commercial Feasibility

The project is estimated to produce about 500 Date trees and tons of other crops per production cycle in 12 months and have an annual turnover estimated at N\$1,000,000 initially, and will escalate once production is at full capacity. Preliminary marketing has been done in the Middle East and India with promising potentials with exchange visits made. Partnerships have been established within the home market by Government and local consumers of local food products.

The key product of Dates is a speciality used during all meal times and for religious occasions, which makes it highly demanded by South-Asia and Middle-East markets. These products cannot be produced in those markets during the season when Namibia will have it in plenty, making Namibia a preferred destiny to obtain these products from. India with a population of little over One (1) Billion people has indicated willingness to provide the market. These products are equally in demand locally in Namibia and in neighbouring countries to reduce dependency on imports of essential food stuffs. Value addition and processing will be done within project operations in addition and enhancement of market linkages and mitigation of climate-induced impacts and implications.

To sustain the project, partnerships have been established with Government and local communities. The project is relevant to Namibia's National Strategic Objectives and complies with corporate and industry regulations.

Water is available in close vicinity from Hardap Dam, as part of NamWater supply grid to the target location and can be connected within project operationalisation process. NamWater stands ready to sign relevant documentation as connectivity has already been done to neighbouring projects in close proximity.

Investment Required

The project is estimated to cost up to USD 19,7m (about N\$ 296m) for equipment, water linkages to existing NamWater Grid and irrigation gear, gardening and crop care, harvesting, storage, processing and value-addition, marketing and transport, and operational overheads.



Project name:

ROOTS Development



Project Name: ROOTS Development

Company: Jahenmar Trading Enterprises (PTY) Ltd

Project Description

The ROOTS Development is a project by Jahenmar Trading Enterprises (Pty) Ltd which entails a self-sustaining township development that provides a platform for integration between agriculture, education and other supporting commercial trades in a balanced lifestyle environment. The vision of ROOTS is to provide enough food for the Namibian nation, instead of continuing to be dependent on other countries for food supply. A secondary aim of the project is to train fellow Namibians on how to produce food efficiently, for optimal harvest and yield and thereby ensuring the long-term sustainability of the project.

The first ROOTS agricultural village is situated in Stampriet, and is based on a unique model which combines intensive farming of livestock and permanent crops, with an agricultural college for education in food security, a retirement village, a lifestyle village and various business opportunities.

Based on this model, the ROOTS development project aims to expand into all 14 regions of Namibia, with an agricultural village in each region. Each agricultural village will collectively work towards generating food and employment security on a regional and then later towards a national level.

Furthermore, these towns will empower the Namibian youth to enter the formal agricultural sector through either becoming an entrepreneur who creates jobs, or by being employed as well-educated and knowledgeable employees.

The promoter has more than 20 years' experience in business, education, property development (from affordable housing to commercial) and farming.

ROOTS will create direct employment of approx. 300 permanent jobs and an additional 200 temporary / seasonal jobs; including indirect job creation throughout the supply chain and it will harness renewable energy to the maximum extent.

It is the project's ultimate vision for all of Namibia to embody the words *"We produce what we eat, and we eat what we produce"*.

Progress to Date

A 3 200-ha farm has been subdivided into individual plots and services infrastructure installed and operational. The layout allows for a mix of residential, business, agriculture and institutional plots to host various activities. The total area, zoning and position of each plot has been strategically designed to provide for all short and long term needs to fulfil the objectives of the development. The ROOTS Gymnasium agricultural school has opened and is fully functional.

All trade licences have been obtained including EIA, ISO 2000 and governmental approvals relating to operations local and international.

Already having produced the first commercial apple farmer in the history of Namibia (50 tons harvested to date), 10 tons tomatoes and 3 tons of grapes harvested and the first harvest of 50 tons of chilies due mid-2022 - ROOTS believes that Namibian agriculture is ripe to be transformed from what it is today (based on cattle, sheep and goat farming) to a multi discipline sector, as seen in neighbouring South Africa.

JHM has successfully received off take agreements with major players within the retail sector as well. In terms of job creation, Roots currently employs 394 individuals on both casual and permanent basis. With the upscaling of facilities, this figure is projected to increase.

Commercial Feasibility

The current established demand for poultry meat in Namibia is ranging between 3,500 – 3,800 tonnes per month, of which only ±2,300 tonnes are produced locally and the balance (1,200 – 1,500 tonnes) therefore being imported.

ROOTS has over the past 10 months produced and processed 150 tons of chicken. It is now ready to up-scale to around 800 tons per month to capture a large portion of the import market.

Investment Required

Investment is required to fund the construction of a larger abattoir and processing facility which can handle these volumes and the construction of chicken coops (poultry housing structures) to house approximately 1 million broilers (chicks) and ancillary facilities such as a hatchery to incubate eggs.

The required project investment of N\$160 million will additionally include a manufacturing plant at ROOTS to process and bottle sauces made from the chilies, apples, tomatoes and other produce, with off-take locally and abroad. N\$ 136.5m is required as a capital investment over a 12-15 month period, with an additional

N\$ 24.5m required as working capital until the project becomes self-sustaining at the end of this period.

The projected IRR over a 15-year investment period is around 19%.





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