MARKETING

p. 07

Why keeping it local matters for Namibian marketing success



INNOVATION
DBN relaunches Innovation
Award with N\$400,000
Prize for 2025
p. 09



The export deficit and trade balance of Namibia: A strategic approach

d nibia:

BRIEF

News Worth Knowing



This is how much you would have made from a N\$10,000 investment in 2024

**THURSDAY 28 JANUARY 2025** 

@TheBriefLive www.thebrief.com.na

#### **MAIN STORY**

## This is how much you would have made from a N\$10,000 investment in 2024

If you had invested N\$10,000 in 2024, the best returns would have come from equities. An investment in the Cirrus Namibia Capped Dual Listed Equity Index (CNDCLI) would have grown to N\$12,072 by year-end, delivering an impressive 20.7% return.

#### **Equities Shine Bright**

Equities emerged as the top-performing asset class, with the CNDCLI delivering the highest returns in the Namibian context. "The CNDCLI index, priced in Namibian dollars, consists of JSE dual-listed companies on the Namibia Securities Exchange (NSX) Main Board," explained Hiren Naidoo, a Junior Analyst at Cirrus Fund Managers.

To minimize concentration risk, the index caps the weighting of its constituents at 10%.

Although no exchange-traded fund (ETF) directly tracks the CNDCLI, investors can gain exposure by purchasing stocks such as Anglo-American PLC, Shoprite Holdings Ltd., and Nedbank Group Ltd.

#### **Comparing Global and Local Indices**

The MSCI World Index secured second place with a 19.1% return, translating into N\$11,905 on a N\$10,000 investment.

The global index tracks approximately 1,500 large and mid-cap companies across 23 developed countries.

"Strong performance was largely driven by large-cap technology stocks like Nvidia, Apple, and Microsoft, which consistently exceeded earnings expectations," Naidoo nsaid. Namibians can invest in the MSCI World Index through instruments like the FNB iShares Exchange Traded Note or the Satrix MSCI World Feeder Fund.

The NSX Local Index, after an exceptional 42.3% return in 2023, moderated to a 10% return in 2024.

Notable contributors included Letshego Holdings Ltd., with a 27.9% return, Capricorn Group Limited at 21.4%, and Nictus Holdings Ltd., which delivered 12.6%.

#### Commodities and Fixed Income

Commodities also performed well, with the NSX Commodity Index yielding an 18% return, or N\$1,802 on a N\$10,000 investment

Geopolitical tensions, robust demand, and limited supply drove record highs in gold and silver prices. "Central banks increased gold reserves to counter inflation and currency risks," Naidoo said.

Government bonds had an exceptional year, with South African bonds returning 17.3%.

#### Crucial Dates

- Bank of Namibia Monetary Policy announcement date:
  - \* 12 February 2025
  - \* 16 April 2025
  - \* 18 June 2025
  - \* 13 August 2025
  - \* 15 October 2025
  - \* 3 December 2025



R a n k	2019	2020	2021	2022	2023	2024
1	MSCI World 23.4%	NSX Commodity Index 26%	Cirrus Namibia Capped Dual Listed Equity Index 38.12%	Nam ILB Index 15.6%	NSX Local 42.25%	Cirrus Namibia Capped Dual Listed Equity Index 20.72%
2	NSX Commodity Index 20.5%	MSCI World 21.4%	NSX Overall 34.1%	NSX Overall 9.7%	MSCI World 34.86%	MSCI World 19.05%
3	Nam Govi 12.3%	Nam Govi 14.1%	MSCI World 29.6%	Cirrus Namibia Capped Dual Listed Equity Index 8.30%	Cirrus Namibia Capped Dual Listed Equity Index 22.82%	NSX Commodity Index 18.02%
4	SA Govi 10.2%	SA Govi 8.7%	NSX Local 21.5%	Nam Govi 7.4%	Nam Govi 17.42%	SA Govi 17.29%
5	Nam ILB Index 10.1%	Nam ILB Index 6.5%	SA Govi 8.4%	NSX Commodity Index 6.6%	NSX Commodity Index 14.07%	NSX Overall 15.87%

Nam ILB Index

6.9%

Nam Govi 4 5%

Cash 3.8%

**NSX Commodity** 

Index 0.2%

Cash 5.2%

**SA Govi 4.3%** 

NSX Local 2%

MSCI World -

11.6%

#### Analysing the Returns of a NAD10,000 Investment Across Various Asset Classes in 2024

Namibian nominal bonds and inflation-linked bonds returned 13.9% and 9.2%, respectively.

Cash 5.4%

NSX Overall -1.7%

Cirrus Namibia Capped Dual

Listed Equity

Index -15.52%

NSX Local -22.7%

Cash 7.3%

NSX Overall 4.6%

NSX Local 2.9%

Cirrus Namibia

Capped Dual

Listed Equity

Index -5.08%

7

9

"South African bonds' performance was buoyed by the formation of a Government of National Unity, which boosted investor confidence," Naidoo said.

#### Cash Investments—Low Risk, Modest Gains

Cash investments, including fixed deposits and treasury bills, provided a return of 8.5%, adding N\$851 to a N\$10,000 investment.

The strong performance was initially driven by high interest rates, although these

declined later in the year following three rate cuts. Treasury bill and negotiable certificate of deposit yields fell from an average of 8.9% at the start of the year to between 7.5% and 8% by December.

Nam ILB Index

9.86%

SA Govi 9.62%

Cash 8.03%

**NSX Overall** 

5.75%

Nam Govi 13.9%

NSX Local 10.03%

Nam ILB Index

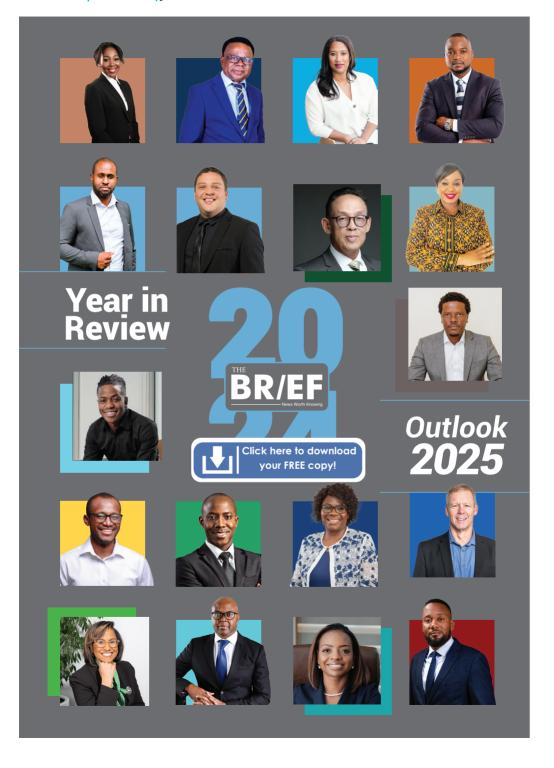
9.18%

Cash 8.51%

#### **Inflation's Erosion Effect**

Despite strong asset class performances, inflation remained a key consideration. Namibia's annual inflation rate stood at 3.4% in December 2024.

"If you had kept your money under the mattress, your N\$10,000 would only buy you N\$9,671.18 worth of goods and services," Naidoo said.





# Toyotas account for 49% of vehicles sold in Namibia in 2024

Toyota maintained its stronghold in the Namibian new passenger vehicle sales market for 2024, capturing a dominant 49% market share, latest data from IJG Securities reveals.

According to IJG Securities, Volkswagen followed as the second-largest player, capturing a 15% share of the market.

"In 2024, Toyota maintained its dominance in light commercial vehicle sales with a market share of 64%. Hino led the medium commercial vehicle segment, capturing 27% of the market, closely followed by Mercedes and Toyota with shares of 24% and 22%, respectively," noted the firm.

Furthermore, in the heavy and extraheavy commercial vehicle category, Scania accounted for 29% of total market sales, while Volvo Trucks secured 13%.

Meanwhile, the total vehicle sales for December amounted to 1,100, showing a

### NWR REQUEST FOR PROPOSAL

PROVISION OF COMPREHENSIVE AUDIT AND STRATEGIC ENHANCEMENT SERVICES FOR NON-PERFORMING NWR RESORTS

Cost: free to be downloaded from NWR website: www.nwr.com.na

For more information, contact the Procurement Department at +264 61 285 7106

Bid Closing Date: Friday, 14 February 2025 at 10:00am (Namibian time)

marginal 0.46% increase from the 1,093 units sold in November.

"The positive year-on-year change of 34.4% reflects a substantial increase in total vehicle sales from the previous year's December. Furthermore, the 2024 total of 12,808 for new vehicle sales includes 5,784 passenger vehicles, 6,242 light commercial vehicles, 237 medium commercial vehicles, and 545 heavy commercial vehicles," said LIG.

In December, a total of 512 passenger vehicles were sold, representing a 25.8% y/y increase. However, the observed month-on-month change in passenger vehicles sold shows a 4.1% decline from the

534 units sold in November.

"For 2024, passenger vehicles totalled 5,784 units, reflecting a 4.2% y/y decrease compared to the 6,040 units in the previous year. Toyota and Volkswagen prevail as the dominant leaders in the market, contributing an overall of 67.8% to new passenger vehicle sales in December," noted the firm.

During the month, a total of 588 new commercial vehicles were sold, boasting a 42.7% y/y rise and a more modest month-on-month increase of 5.2%.

"The total number of new commercial vehicles sold slightly exceeds the current year's monthly average of 585 units," said

IJG.

Light commercial vehicles dominated commercial vehicle sales in December, with 525 units sold, followed by heavy commercial vehicles, which recorded 43 sales, and medium commercial vehicles, with 20 units sold.

During 2024, light commercial vehicle sales amounted to 6,242, reflecting a 9.1% y/y increase compared to the same period last year.

Medium commercial vehicles reached 237, slightly exceeding last year's total of 233 units.

During the year, IJG observed that heavy commercial vehicle sales reached 545 units, reflecting a 2.3% increase compared to December of the previous year.



#### **PUBLIC NOTICE: SCAM ALERT**

We have once again become aware that the criminal network, impersonating Rössing Uranium employees and specifically our procurement operations is continuing with its fraudulent activities.

As part of the scam, they have created an e-mail domain with the name "rossinguranium.com.na" and are fielding their communications through this domain with criminal intent. In particular, the main culprit uses an alias of 'Adriaan Morkel", claiming to be the Operations Manager and operates from an e-mail address 'adriaan.morkel@rossinguraium.com.na".

Document templates have been recreated, using Rössing Uranium logos and communications and even pretend to copy Rössing staff members, but all using the false domain e-mail addresses. Suppliers should note that Rössing uses the following domain: "rossing.com.na".

A criminal case has been opened with the Namibian Police, but unfortunately the culprits have not yet been apprehended and continue to scam suppliers.

To avoid falling victim to these criminals, we urge all our valued suppliers to take note of the following important guidelines regarding purchase orders and collection of goods to ensure smooth coordination and adherence to Rössing Uranium Limited procedures:

Suppliers should note that Rössing uses the following domain email "rossing.com.na" This is the only valid Rössing email address.

- Rössing will request an official quotation and issue a formal Purchase Order using Rössing domain email. As per below example, please ensure that all quotations and orders are send and received only to Rössing Procurement Advisors – domain "rossing-oom.na"
- If you receive any Quotation/Purchase Order from any other email address than the above Rössing domain, this is an invalid
  request and not issued by Rössing Procurement Department. Rössing will not be held responsible in case of any losses
  incurred as a result.

Refrain from Direct Handovers to Employees/Non Rössing Individuals
All goods should be delivered to our transporter "Wesbank/FP Du Tolt depo in Walvis Bay or Swakopmund. Alternatively,
suppliers may deliver directly to Rössing Uranium Mine in Arandis. Suppliers are strictly prohibited from handing over goods
to any Rössing Uranium Limited employees without the prior approval of the Logistics Superintendent.

Centralized Coordination by the Logistics Department
 The Rössing Logistics Department will coordinate all collection requirements and arrange with our authorized Logistics
 Service Providers to deliver goods to the Rössing Receiving Section.

Approval for Emergency Requirements
 In cases of emergencies, approval of such collections will be overseen and coordinated by the Logistics Superintendent (in conjunction with the supplier).

No Payment for Uncoordinated Collections
 Please note that Rössing will not accept or pay for any goods that have not been collected through the proper channels managed by the Rössing Logistics team.

Suppliers are requested to remain vigilant and to report such incidents to the Namibian Police

Issued by : Rössing Uranium Corporate Communications Department

Date : 22 January 2025

## Why keeping it local matters for Namibian marketing success

By Shariva Zender

amibia's marketing landscape is undergoing rapid transformation, driven by technological advances, shifting consumer behaviours and the increasing influence of global trends.

However, the unique cultural, economic and social dynamics of the Namibian market, demand that brands come up with localised strategies that resonate with its people.

In Namibia, communities value trust and campaigns that align with societal values leave a lasting impression.

Consumers are drawn to brands that contribute positively to pressing local issues such as unemployment, environmental sustainability and education, but at the same time offer a sense of authenticity and originality.

A campaign highlighting support for small-scale farmers can foster strong emotional connections and demonstrates that brands must go beyond profit-driven messaging to showcase genuine care for the audiences they serve. The country's rich cultural diversity and numerous ethnic groups offers opportunities for marketers to come up with campaigns that celebrate and respect local traditions, vernaculars and will resonate deeply with audiences.

For example, incorporating Oshiwambo, Damara or Nama phrases into advertisements or showcasing traditional attire and music in visuals demonstrates cultural appreciation and is sure to gain popularity.

Localisation can therefore include a mix

In Namibia, communities value trust and campaigns that align with societal

values leave a lasting impression.

of creative elements that extend beyond language to include unique and compelling storytelling and reflects our unique heritage.

Another avenue that has seen an increase over the last few years is the rise of mobile and social media platforms like Instagram and TikTok.

While many local brands remain skeptical of digital marketing, we cannot dispute the impact these platforms have and how many brands have mastered using them for effective campaigns.

With a median age of approximately 21 years, Namibia's population is predominantly young. This demographic is digitally connected, socially aware and very heavily influenced by global trends. Adopting digital marketing presents a perfect opportunity to engage with younger, tech-savvy audiences.

In the same vein, marketers and brand managers must be cognisant of digital divides by complementing online campaigns with traditional media such as radio and print media, both of which still have mass appeal and ensures inclusivity for those with limited internet access.

An integrated strategy that leverages both modern and conventional channels is therefore key to reaching a diverse audience.

Once brands have developed the blueprint, measuring the impact of these campaigns become crucial.

However, over the years, we have seen that campaign success isn't just about vanity metrics like click-through rates or engagement online. It extends beyond profitdriven objectives and is shifting towards community impact.

Tracking actual engagement in local communities, social conversations and grassroots awareness is vital for understanding a campaign's effectiveness where brands should consider using surveys

or focus groups to gather genuine feedback from their consumers. These insights provide a more nuanced understanding of campaign resonance.

As Namibia continues to grow and modernise, marketing and brand professionals must remain agile, balancing innovation with a deep respect for local traditions. Those who succeed will not only capture market share but also play a pivotal role in shaping the country's everchanging consumer landscape.

The future of marketing in Namibia lies in authentic storytelling, strategic adaptability and an unwavering commitment to community values. Is your brand ready to take the leap?

\*Shariva Zender is a seasoned



## Capital Growth Asset Management Job Openings:

#### **VACANCY: Office Administrator**

https://www.careers-page.com/elite-employment/job/L56W7933

#### **VACANCY: Investment Analyst**

https://www.careers-page.com/elite-employment/job/L8VXR96V

#### VACANCY: Head Finance, Admin & Compliance

https://www.careers-page.com/elite-employment/job/QVV67498

#### VACANCY: Business Development Consultant https://www.careers-page.com/elite-employment/job/L6938RYW

Closing Date: 31 January 2025 (No late applications will be accepted).

Note: Capital Growth Asset Management is an Equal Opportunity Employer and operates in line with affirmative action guidelines.

WE ENCOURAGE YOU TO APPLY BY SUBMITTING YOUR DETAILED CV ON THIS CAREER PAGE. (SUPPORTING DOCUMENTS ARE NOT TO BE SUBMITTED AT THIS STAGE.)

Enquiries: Antoinette Druker Email: antoinette@eliteemployment.com.na Telephone: 083 723 4150 Only shortlisted candidates will be contacted.

https://www.careers-page.com/elite-employment

CAPITAL GROWTH ASSET MANAGEMENT

Marketina Corporate Communications professional with  $\boldsymbol{a}$ decade experience spanning telecommunications. creative FMCG. agency environments and regulatory industries. Known for a strategic approach and creative a mindset. Shariva established has reputation for driving impactful marketing initiatives that align business goals while resonating with diverse audiences. servina Currently Marketing as the **Corporate** and Communication Manager at the **Business** and Intellectual Property

Authority (BIPA).

## **DBN relaunches Innovation Award** with N\$400,000 Prize for 2025

The Development Bank of Namibia (DBN) has announced the relaunch of its Innovation Award, with a grand prize of N\$400,000 set to be awarded to the winning project in the upcoming 2025 edition. This marks the return of the award after a fivevear hiatus, as the bank renews its commitment to fostering innovation and driving economic development.

DBN's Chief of Marketing and Corporate Affairs, Jerome Mutumba, highlighted the critical role of financial support in turning innovative concepts into operational realities.

"The financial requirements establishing an enterprise based on innovation are a significant barrier for many Namibians. The DBN Innovation Award addresses this challenge, providing critical funding to refine feasibility, acquire necessary technology, and ensure operational readiness," Mutumba said.

He further emphasized that introducing



#### SUBSCRIBE TODAY!

For Credible Economic Data And Latest Namibian Business and Finance News.















new ideas into Namibia's economic system is essential for maintaining competitiveness and ensuring growth. "Innovation is not a luxury; it is an absolute necessity for economic resilience and sustainability. The DBN is proud to play a pivotal role in nurturing and advancing ideas that can transform industries and improve livelihoods," he said

The 2025 Innovation Award will focus on projects that leverage technology, improve resource efficiency, and enhance productivity in sectors such as manufacturing, agri-processing, and renewable energy. Past winners have showcased the transformative power of innovation, with achievements ranging from smart electricity metering systems to manufacturing local ceramic tiles and developing mobile mammography services.

Mutumba noted that the award encourages rigorous project planning and feasibility studies, which enhance the bankability of participating projects. He added that while not all finalists may win the top prize, they gain exposure to DBN's project preparation and capacity-building resources, opening doors to potential future financing opportunities.

"The return of the DBN Innovation Award underscores our serious commitment to fostering innovative enterprises in Namibia. We believe the 2025 Award will inspire a new wave of entrepreneurial ingenuity and economic contribution," Mutumba said.

The Innovation Award is open to enterprises nationwide, with an entry process designed to ensure participants meet key business and innovation benchmarks. Since its inception, the award has recognized groundbreaking projects, including Nampost's biometric banking system, semi-potable water solutions to alleviate potable water pressure, and African Deli's packaged matangara, a local delicacy.

In 2019, Pulsar Electronic Solutions won the Innovation Award for developing 'GridX,' a smart metering platform that enables users to remotely manage electricity consumption via mobile devices, promoting energy efficiency in Namibia.

# The export deficit and trade balance of Namibia: A strategic approach

By Hasekiel Johannes

ccording to recent updates, Namibia's trade deficit improved as it stood at N\$5.5 billion in November 2024 relative to N\$7.7 billion reported in November 2023 and N\$4 billion registered in November 2022. While this is a step in the right direction for policymakers, technocrats, and all those concerned with Namibia's economic growth. there is a critical need for a deliberate national export strategy so that this progress is not eclipsed.

In this regard, Namibia should implement a multi-pronged approach that will allow the country to take advantage of these positive developments. This should include sector specific development, diversification of the economy, and utilization of existing trade arrangements like SACU, SADC protocols, Economic Partnership Agreement EU (EPA), African Growth and Opportunity Act (AGOA), and trade with China. Namibia should also learn from countries that have managed to change their trade profile in a significant way like Costa Rica, El Salvador, Australia, and Canada.

### Lessons from Successful Export Models

**Costa Rica:** High-Value Exports and Innovation

Costa Rica's success as a leading exportdriven economy provides a blueprint for Namibia. The country has strategically focused on high-value exports, including technology, medical devices, and sustainable agriculture. Its government has invested 66

Costa Rica's success as a leading export-driven economy provides a

blueprint for Namibia.

heavily in research and development (R&D), fostering innovation through partnerships between universities and the private sector. Additionally, Costa Rica has prioritized the development of export infrastructure, such as modern ports and efficient logistics networks, to reduce trade costs and improve competitiveness.

Namibia can emulate Costa Rica by identifying high-growth sectors such as renewable energy, tourism, agriculture, and mining. A targeted approach that emphasizes value addition—for example, producing processed agricultural goods rather than raw materials—can significantly enhance the country's export earnings.

**El Salvador:** Leveraging Trade Agreements and Regional Integration

El Salvador has achieved remarkable export growth through active participation in trade agreements like the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR), which provides preferential market access. By focusing on specific export sectors such as textiles, coffee, and processed foods, El Salvador has created tailored policies and incentives to support

these industries.

Namibia can adopt similar strategies by fully utilizing its trade agreements, such as the African Continental Free Trade Area (AfCFTA) and EPAs with the EU. Strengthening regional integration within SACU and SADC can also open up new markets for Namibian products.

Australia: Diversification and Global Market Engagement

Australia's export model demonstrates the importance of diversification and global market engagement. By reducing dependency on a single market and exploring opportunities in both developed and emerging economies, Australia has created a resilient export base. The country has also invested in national branding campaigns and international trade shows to promote its products.

Namibia should prioritize diversifying its export markets and engaging in global platforms to showcase its offerings. Initiatives such as the NIPDB High Potential Pool participating in international expos and creating a "Made in Namibia" brand can enhance the visibility of Namibian products and attract international buyers.

**Canada:** Government-Private Sector Partnerships and Export Financing

Canada's approach emphasizes collaboration between the government and the private sector, with Export Development Canada (EDC) playing a key role in providing export financing and insurance. This support enables businesses to mitigate risks and access the capital needed to expand internationally. Canada also organizes regular trade missions and provides market intelligence to help exporters navigate foreign markets.

Namibia can replicate Canada's model by fostering public-private partnerships and establishing export financing mechanisms. The Namibia Investment Promotion and Development Board (NIPDB) could spearhead efforts to provide market intelligence, organize trade missions, and facilitate access to export funding for local businesses.

Chile: Diversification through ProChile

Chile's export success is largely driven by ProChile, an agency operating under the Ministry of Foreign Affairs. ProChile focuses on diversifying exports and markets by utilizing a global network of trade offices. Its services include market research, organizing trade missions, and facilitating participation in international trade fairs. These efforts have enabled Chile to position itself as a leading exporter of products such as wine, seafood, and copper, while also expanding into niche markets like organic foods and renewable energy technology.

Namibia can adopt Chile's approach by creating a dedicated export promotion agency or strengthening existing structures within NIPDB. Establishing trade offices in key international markets and providing comprehensive services such as market research and trade mission support can help Namibian exporters connect with global buyers and expand their reach.

#### The Strategic Path Forward for Namibia: Key Priorities and Considerations

#### 1. Sector Development

Namibia must focus on developing key sectors with high export potential. These include agriculture, renewable energy, mining, manufacturing, and tourism. For example, processing raw materials locally rather than exporting them in unrefined forms can significantly increase value addition and create more jobs.

#### 2. Economic Diversification

Reducing reliance on a few primary commodities is crucial for Namibia's economic resilience. By diversifying its export base, the country can minimize the risks associated with global market fluctuations. Sectors such as renewable energy (e.g., green hydrogen production), fisheries, and creative industries offer untapped opportunities for

diversification.

#### 3. Leveraging Trade Agreements

Namibia is well-positioned to benefit from various trade agreements, including AfCFTA, EPAs with the EU, AGOA, and SACU agreements. These agreements provide preferential access to regional and global markets. However, it is essential to raise awareness among local businesses about how to utilize these agreements effectively and ensure that non-tariff barriers are addressed.

#### 4. Enhancing Export Infrastructure

Investment in infrastructure, such as ports, transport networks, and digital platforms, is critical for reducing trade costs and improving efficiency. The development of modern logistics facilities and export hubs can significantly enhance Namibia's competitiveness in global markets.

As Namibia continues to show progress in narrowing its trade deficit, it is clear that now is the time to adopt a strategic, collaborative approach to unlock country's full export potential. The Namibia Investment Promotion and Development Board (NIPDB), in alignment with the Ministry of Industrialization and Trade (MIT), the Ministry of Finance and Public Enterprises (MFPE), the Namibia Revenue Agency (NAMRA), and Micro Enterprises, all play crucial roles in shaping a sustainable export strategy. Together, they can ensure that Namibia capitalizes on existing trade agreements, promotes economic diversification, and supports the development of key sectors like agriculture, renewable energy, tourism, mining, and manufacturing.

The National Export Promotion Strategy that is being drafted by MIT can build on successful lessons from global export-driven economies like Costa Rica, El Salvador, Australia, and Canada, refining programs such as export readiness initiatives, export financing, and insurance options. These efforts will equip Namibian businesses with the tools they need to succeed on the

international stage, helping to reduce risks and increase market access.

MIT's work in drafting the National Export Strategy is an important move, and now is the time to move beyond just drafting by focusing on learning from countries that have successfully transformed their economies through exports. Namibia can replicate the approaches that have worked for others, fostering an environment of innovation, collaboration, and market diversification. MIT's role is pivotal in facilitating awareness of trade agreements, supporting public-private partnerships, and ensuring that export infrastructure keeps pace with global standards.

Moreover, NAMRA's critical role in streamlining customs procedures, improving efficiency, and facilitating smooth trade flows will help reduce friction in the export process, while MSME's can drive innovation at the grassroots level, enabling small and medium-sized businesses to thrive globally.

To make Namibia a competitive player in the global market, these institutions must work together, focusing on infrastructure, capacity building, and innovation. By creating an environment that supports export growth, Namibia can turn its trade deficit into a surplus, boosting economic growth and prosperity for all. The time to act is now—together, we can position Namibia as a force in global trade and pave the way for sustainable economic development.

\*Hasekiel Johannes has over 11 years of experience, he has established himself as a specialist in business innovation and MSME development, supporting entrepreneurs and innovators to turn their ideas into viable businesses. He currently serves as a Consultant for Market Access & Export Promotion at the Namibia Investment Promotion and Development Board (NIPDB). The views expressed are my own.

## Unleashing Creativity: How generative Al can revolutionize innovation in Namibia

**By Conroy Goliath** 

todav's fast-paced corporate world. advancement is only possible at the edge of Generative competition. AI is a powerful tool that reformulates innovation in the business sector and revamps procedures across industries. But what exactly is generative artificial intelligence, and how might this technology help us with our daily tasks?

In this article, we look at how businesses, especially those in Namibia can employ generative AI to increase creativity, productivity, and innovative solutions.

## What is Generative AI, and Why Does It Matter?

Generative AI is a branch of artificial intelligence that uses information analysis to produce new ideas, content, and solutions. Like a sleeping brainstorming partner, it helps one not only come up



Generative AI
is a branch
of artificial
intelligence that
uses information
analysis to produce
new ideas, content, and
solutions.

with original ideas for problems but also approach those same problems from different perspectives. Generative AI offers a revolution in how one can achieve desired results, whether it is through new product ideas or how one might optimize corporate processes.

While Namibia is still navigating the AI world, figuring out frameworks for data governance, ethical use of AI that are based on local values, and capacity building to



empower citizens in the AI field, this article will dive into the practical examples of Generative AI and what we can use it for today.

Generative AI is quite flexible and can be used in a variety of other fields, so it's not just for techies. Some creative and effective ways to harness AI in our daily tasks includes:

**Brainstorming** Sessions: AI's capabilities can be used in brainstorming sessions to generate more and a wider range of ideas, ensuring that no idea is overlooked. AI, for instance, can be used by an advertising agency to generate new concepts for campaign messaging that appeal to Namibian demographics.

**Simplifying Work:** Use AI to automate repetitive tasks so that teams can concentrate on more strategic initiatives. A financial services organization, for example, might effectively and satisfactorily automate routine transactions and customer interactions.

**Creating Presentations:** AI can also be utilized to assist in the creation of presentations. It facilitates the delivery of more impactful presentations by evaluating the content and offering a layout or graphical representation. This could be used for seminars and workshops.

Idea Generation for New Product offerings: Generative AI is able to generate

ideas for novel new items by analysing consumer feedback, market trends, and rival products.

- As an example, AI may identify market shortages and generate specific solutions to fill them in teams developing eco-friendly products.
- A travel agency may employ AI to develop innovative trip packages aimed at both domestic and foreign travellers.
- Using AI, a regional fashion firm may create apparel lines that appeal to a worldwide market while capturing Namibian culture.

## **Embrace AI for Collaboration and Innovation**

Understanding the latest technologies that make work easier is crucial to continuing to advance as we plow ahead in a sea of change.

Generative AI has enormous potential to improve productivity, impact, and originality in our work. By incorporating AI into our operations, we may gain a competitive edge and seize new opportunities.

Generative AI is an innovation-focused collaborative tool. It has the ability to help Namibian businesses change the way they operate in order to achieve greater success by developing, inventing, and making a difference in our respective sectors.

\* Conroy Goliath is Digital Transformation & Innovation Specialist at FirstRand Namibia





Commodities	
Spot Gold	2753.77
Platinum	940.98
Palladium	953.52
Silver	30.17
Uranium	73.85
Brent Crude	77.55
Iron Ore	99.80
Copper	9006.56
Natural Gas	3.55
Lithium	9.85



#### JSE Sectors: Year to Date in % 19.10% Mining 12.22% Resources -3.42% Financials -0.58% Industrials 1.36% Top 40 0.57% All Share -5% 10% 15% 20% 25%

#### NSX Local Stocks: Year to Date in %



