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News Worth Knowing



Namibian snail farm eyes EU and South African export markets

FRIDAY 05 SEPTEMBER 2025

MAIN STORY



Namibian snail farm eyes EU and South African export markets

NamSnails, Africa's first fully climate-controlled snail farm, is targeting exports to the European Union and South African markets after securing certification from the Directorate of Veterinary Services (DVS).

The company is now working towards

Crucial Dates

- Bank of Namibia Monetary Policy announcement date:
 - * 15 October 2025
 - * 3 December 2025

obtaining an EU import number, which will allow it to expand into regions where demand for high-quality snails is significantly higher than in Namibia.

NamSnails Chief Executive Officer, André Mouton, said local consumption remains largely limited to high-end restaurants, but the company is also exploring strategies to grow domestic demand while positioning Namibia as a competitive exporter.

“In order to successfully export snails, we engaged the Directorate of Veterinary Services to certify NamSnails as an export entity. We successfully completed the certification process. DVS is currently conducting the application process to present our facilities to the EU in order for NamSnails to get their European import number,” he said.

Mouton added that NamSnails has created more than 50 jobs in Swakopmund and plans to expand as production increases.

He described the certification as a critical step towards meeting international standards, particularly for the European market.

The farm is currently operating at 60% capacity, with plans to activate the remaining 40% by the end of 2026.

It began its first harvesting season in July and aims to reach a production rate of 1,000 kilograms per day.

With seasonality no longer a limiting factor, harvesting is expected to be continuous, with the focus on improving efficiencies and maximising production.

“Traditionally snails are harvested from the wild and when farmed, it takes place in open fields that make the process subjected to various natural limitations such as predators and weather, mostly forcing them into hibernation to survive the winter. By providing an environment that manages the ideal growth environment for the snails, we can expand production making it a viable farming venture,” Mouton said.

NamSnails specialises in premium species, *Aspersa Maxima* and *Müller*, and employs a sophisticated climate-controlled farming system.

Each 5,000-square-metre unit is divided into sections that regulate temperature, wind and humidity, enabling year-round production.

Located in Swakopmund, the company operates a 25,000-square-metre facility that uses intensive farming techniques and an innovative curtain production system.

Its activities include breeding, hatching and fattening snails for export, as well as processing them for meat, slime and shells, with the choice of species guided by customer demand.



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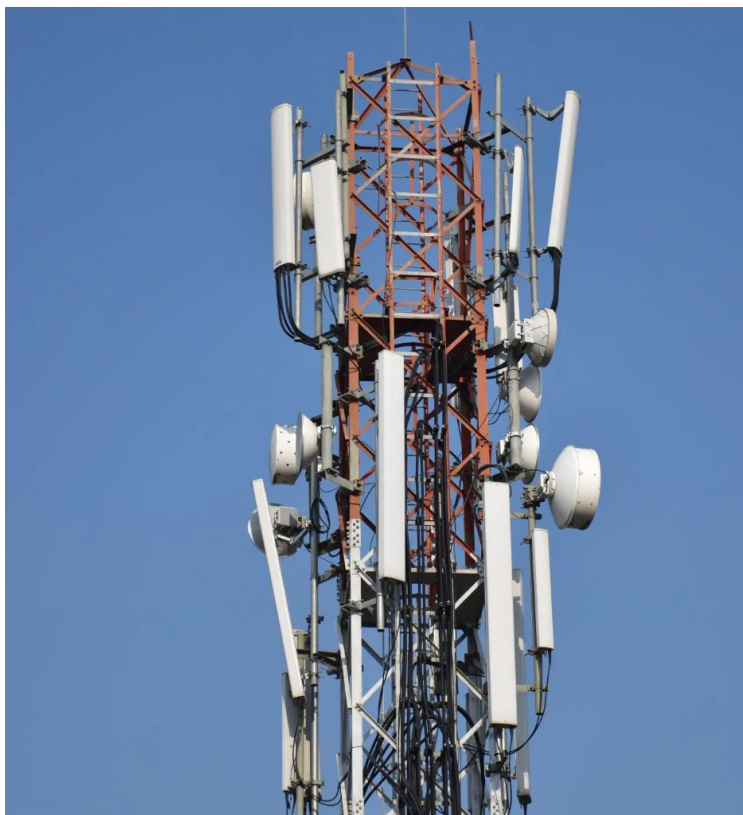
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News Worth Knowing




Namibia's ICT sector attracts N\$1.2bn investment, contributes 2.5% to GDP

The Communications Regulatory Authority of Namibia (CRAN) says the country's Information and Communication Technology (ICT) sector attracted investments worth N\$1.2 billion over the past year, with its contribution to Gross Domestic Product (GDP) estimated at 2.5%.

Speaking at the Digital Transformation and Entrepreneurship Business Breakfast, CRAN's Executive

for Economics and Market Development, Helene Vosloo, said telecommunications licensees alone generated N\$1.6 billion in revenue, while broadcasting contributed nearly N\$1 billion.

"In the last quarter, the total revenue from telecommunications licenses was N\$1.6 billion. This is a huge sector. Broadcasting licenses generated almost N\$1 billion in the previous year, while total investment in the ICT sector




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amounted to N\$1.2 billion. The sector's contribution to GDP in real terms is 2.5%," she said.

Vosloo added that Namibia currently has 58 commercial telecommunications licensees, alongside nonprofit operators, commercial and community broadcasters, and one postal licensee.

She noted that active SIM cards now stand at 2.6 million, representing 86% of the population, down from 120% in previous years due to SIM registration requirements and revised operator packages that allow users to recharge existing cards instead of purchasing multiple SIMs.

Mobile broadband users stand at 1.6 million, while fixed broadband subscribers total around 100,000.

She also pointed to the rapid expansion of fibre connections, which have reached 44,000 and are growing by 6–10% annually.

The Ministry of ICT has set a new standard requiring broadband access to meet speeds of at least 25 Mbps.

"Since contributions are still measured using voice, it appears as though the sector's contribution to GDP is not very strong. However, if you look at the revenue generated by the industry, the contribution is actually very high," Vosloo said.

Vosloo further highlighted that despite a 91% coverage rate, some rural areas remain without connectivity.

Through the Universal Service Fund, N\$31 million has been allocated to roll out the first nine 4G towers by March next year. These will bring services to underserved villages and provide free connectivity to 21 schools and health institutions for seven years.

Also speaking at the event, CRAN Chief Executive Officer Emilia Nghikembua said affordability remains a major challenge, with

prepaid customers, who make up the majority of low-income users, paying 15% VAT on services.

She said this makes ICT access more expensive compared to post-paid customers. "We are committed to addressing these challenges and are actively working to reduce, for instance, taxes on smartphones and on services.

We recently learned that post-paid service providers are not charged certain taxes, while prepaid users are. These are some of the anomalies we are trying to address to improve affordability," she said.



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Mr. Sebulon Chicalu
Namibia Tourism Board - CEO

Reading is not leading

By Junias Erasmus

In every generation, societies have praised the importance of reading as the cornerstone of knowledge and wisdom. Books, journals, and articles open doors to worlds unseen and provide access to the accumulated knowledge of centuries.

Yet, there is a profound truth that must be acknowledged: reading alone is not leading.

While reading equips the mind with insights and ideas, leadership demands something greater—the ability to transform knowledge into action, vision, and impact.

There are countless individuals who are well-read, intellectually capable, and academically accomplished, but who never step into the realm of leadership. The difference lies in execution. Reading informs; leading transforms.

A leader takes the theories studied in books and applies them to real-world contexts, often under conditions of uncertainty and challenge.

Where reading provides understanding, leadership demands courage.

Where reading sharpens intellect, leadership tests character.

Simply put, the act of consuming knowledge is incomplete unless it culminates in the practice of inspiring, guiding, and influencing others.

It is important to stress that reading and leading are not adversaries but partners.

Reading expands the mind, challenges



“

Books, journals, and articles open doors to worlds unseen and provide access to the accumulated knowledge of centuries.

assumptions, and broadens perspectives, but leadership requires more than comprehension—it requires conviction.

A well-read leader without the courage to act remains merely a thinker.

Conversely, a leader who acts without knowledge risks recklessness.

True leadership is therefore a fusion of the two: the discipline to learn continuously and the determination to convert that knowledge into decisions that uplift others.

History offers many examples of this distinction.

There are scholars whose works fill libraries but whose names never leave the academy, and there are leaders who, though perhaps not the most extensively read, harnessed what knowledge they had into decisive action that changed the course of nations.

The difference lies not in access to knowledge but in the willingness to use it for the common good.

Leaders understand that the value of knowledge is measured not in accumulation but in application.

For professionals, this lesson is particularly vital.

Reading annual reports, policy papers, and academic studies is crucial, but leadership is tested when decisions must be made, teams must be inspired, and risks must be managed.

It is in those moments that the distinction between knowing and leading becomes clear.

Leadership is about influence, accountability, and vision—qualities that no amount of reading can substitute.

At the heart of this reflection is a call to

action. We should not only be consumers of information but also practitioners of leadership. Reading should ignite in us the desire to act, to change, to build, and to serve.

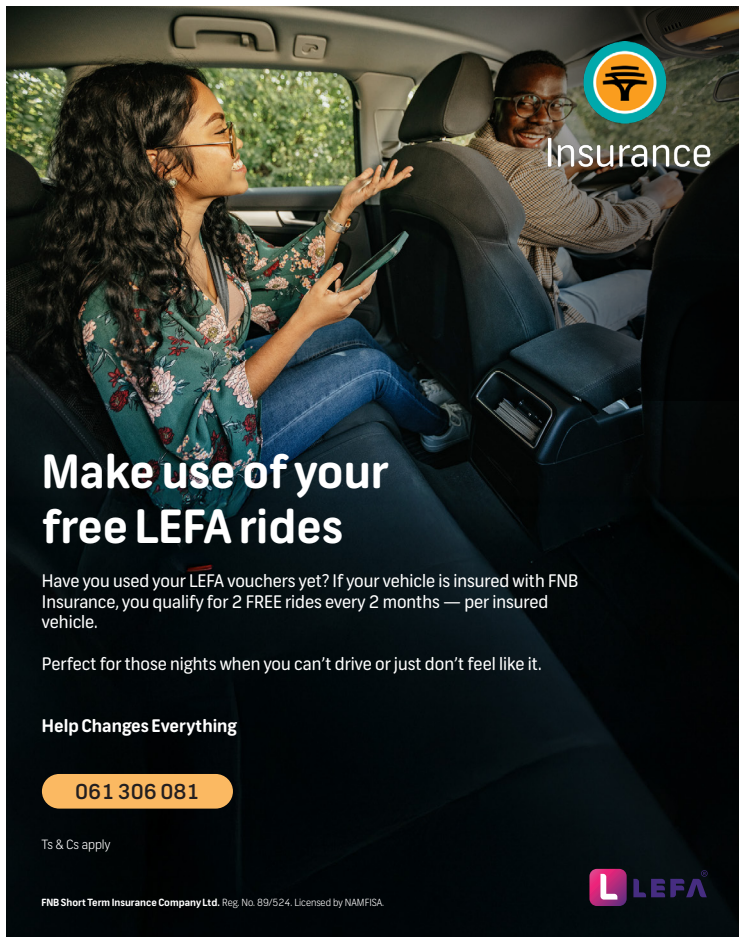
If knowledge is power, then leadership is the responsible use of that power for the benefit of others. The books we read should sharpen our minds, but our actions should define our legacy.

In the end, it is not the pages we turn that will be remembered, but the lives we touch, the institutions we strengthen, and the futures we shape.

Reading is not leading, but when reading fuels leading, the result is transformation.

The challenge for each of us is to bridge the gap between intellect and action, between understanding and execution. For only when knowledge is lived out in leadership does it truly become wisdom.

*** Junias Erasmus works in the Financial Sector. He is a Management Scientist and Operational Researcher, a Strategic Scholar & a Motivational Speaker. This article is written in his personal capacity. For inquiries, contact him at Junias99@gmail.com**



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Chinese enterprises create over 10,000 jobs in Namibia

Chinese enterprises have generated more than 10,000 jobs in Namibia since 2013, according to a corporate social responsibility (CSR) report released in Windhoek.

The jobs span mining, energy, agriculture, infrastructure development, manufacturing and services.

The report showed a steady rise in employment, with 7,663 jobs in 2020, 9,432 in 2021, 10,150 in 2022, and a peak of 10,930 in 2023 before easing slightly to 10,515 in 2024.

Deputy Minister of Industries, Mines and Energy, Gaudencia Krohne, said Chinese enterprises had contributed significantly to local employment.

“Since 2015, Chinese enterprises in Namibia have created more than 10,000 direct and indirect jobs across

sectors including mining, energy, agriculture, infrastructure development, manufacturing, and services,” she said.

Krohne stressed the importance of skills transfer alongside job creation.

“Many of these opportunities are accompanied by on-the-job training and skills transfer, ensuring Namibians gain expertise that will benefit the nation well into the future,” she said.

She also cautioned that development projects must not neglect local communities.

“Development that does not involve or empower local communities cannot be sustained. Consulting communities and addressing their needs is essential for long-term success,” she said.

The Association of Chinese Enterprises in Namibia (ACEN) linked these contributions to Namibia’s broader industrialisation

agenda. ACEN President, Luo Wei, said: “From mineral resource development to infrastructure upgrades, from technology transfer to talent cultivation, Chinese enterprises have implemented many benchmark projects across strategic sectors such as uranium mining, port construction, and renewable energy.”

The Ministry of Industries, Mines and Energy reaffirmed that sustainable employment remains a key policy priority. Krohne highlighted value addition in mining, renewable energy expansion and stronger international partnerships as central to creating lasting opportunities.

“As our President has emphasised, skills transfer, local content, and knowledge-sharing are essential pillars of Namibia’s development. These must remain central to every partnership,” she said.

Margareth Gustavo, Executive for Competitiveness and Branding at the

Namibia Investment Promotion and Development Board (NIPDB), underscored the role of Chinese enterprises in Namibia’s growth.

“This report highlights a crucial dimension in the commitment of these companies to social responsibility, particularly in energy, mining and infrastructure,” she said.

Gustavo added that sustainable development relies on empowering both enterprises and communities in line with Namibia’s national priorities. She noted the creation of over 10,000 jobs as a key outcome of Chinese investment.

“Indeed, among the highlights is the more than 10,000 employment opportunities created by Chinese enterprises,” she said.

She also commended Chinese investors for their responsible business practices.

“We welcome continued collaboration built on shared values and mutual support,” Gustavo said.



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Africa at the heart of the mobile money revolution

Africa has emerged as a global leader in mobile money services in recent years, which has significantly transformed the financial services industry on the continent. Beyond technology, this revolution has stimulated economic growth, entrepreneurship, and individual empowerment.

The rapid expansion of mobile money services has emerged as an essential element of financial inclusion, with platforms like M-Pesa in Kenya, MTN Mobile Money in West Africa, Orange Money in Botswana, and EcoCash in Lesotho allowing millions to transfer, receive, and hold money without traditional bank accounts.

These services, supported by mobile money agents, increase accessibility for customers particularly in areas that are not served or are underserved. Mobile money has become a lifeline for many, allowing users to manage their finances directly through their mobile phones.

More than \$1.1 trillion flowed through mobile money platforms in 2024, with Africa accounting for 66% of all transactions. About 100 billion kwacha worth of transactions were recorded in Zambia alone in a single month, demonstrating how quickly mobile money is being adopted.

These services have addressed key barriers to financial inclusion, especially in remote areas lacking traditional banking infrastructure. Lower transaction costs and simplified processes have made financial services more accessible to low-income individuals and small businesses, while



digital wallets provide a safer alternative to carrying cash.

In a keynote speech at the Alliance for Financial Inclusion (AFI) Global Policy Forum in Swakopmund on Friday, Nangula Kauluma, CEO of FNB Broader Africa Retail, said entrepreneurs, particularly women, have harnessed mobile money to expand their businesses.

“Small vendors can now accept payments through mobile platforms, broadening their customer base without needing physical

points of sale,” she said.

Given that 60% of Africans are under 25, Kauluma said that young people on the continent are creating and consuming services in new ways, indicating a change in culture that forces them to look for seamless access to financial services.

“The youth are looking for the same ease and accessibility they get in their everyday lives in their financial services,” she said. “They are choosing platforms that empower them, that are frictionless and give them the flexibility to access financial services in the way that suits them.”

She said regulators and policymakers across the AFI network are leveraging collective wisdom to unlock this potential responsibly. “This consensus, developed and endorsed by AFI members, provides a framework to advance innovation that is inclusive, safe, and sustainable, ensuring that the imagined future of an empowered and connected Africa is not just aspirational but achievable.”

Kauluma said FNB’s eWallet solution, first launched in South Africa in 2009,


has expanded across several countries, boasting over 8.2 million users and facilitating significant remittance values. This service, which is backed by a network of CashPlus agents, is an example of how mobile solutions may offer financial access without the need for a bank account.

Despite these advancements, challenges persist. According to Kauluma, significant usage gap remains, driven by factors such as digital literacy, affordability, and connectivity in remote areas.

“While women represent a large proportion of entrepreneurs, they often face barriers to accessing capital and credit, resulting in less profitable businesses compared to their male counterparts. The regulatory landscape is also rapidly evolving, necessitating a careful balance between consumer protection and innovation in financial services.”

In addition to paying attention to cybersecurity and data privacy concerns, she said continued investments in telecom infrastructure, interoperable payment systems, and affordable devices is required.

“As Africa continues to lead the mobile money revolution, the continent is not only participating in the global financial landscape but also setting an example for others to follow. The future of financial inclusion in Africa hinges on collaboration, innovation, and a commitment to meeting the diverse needs of its population.”




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The GIPF extends heartfelt condolences to the bereaved families, friends, colleagues, and the entire Namibian nation following the tragic accident on the B1 highway near Mariental. We share in the nation's grief and honour the memories of the dearly departed.

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Assessing the diamond crisis in Botswana: Lessons for Namibia

By Lot Ndamanomhata

A year ago, Botswana proudly unveiled the discovery of the world's second-largest diamond—a moment of national pride that reinforced its reputation as one of the globe's leading producers of precious stones.

Fast forward twelve months, and the country now finds itself in the throes of what many call a “diamond crisis.”

Botswana, the second-largest producer of diamonds globally, is heavily dependent on the sector. Diamonds account for roughly 80% of the country's exports and one-third of government revenue (World Bank 2023).

Yet, the global diamond market has shifted dramatically. The rise of lab-grown diamonds are cheaper, chemically identical to natural ones, and increasingly accepted by consumers has shaken the foundations of Botswana's diamond-dependent economy (Rapaport 2024).

For countries like Namibia, where diamonds also contribute substantially to exports, employment, and the fiscus, Botswana's troubles provide an urgent warning.

What exactly is happening in Botswana's diamond industry right now?

Botswana's diamond sector is being hit on two fronts: declining demand for natural diamonds and increased competition from synthetics. In 2023, global natural diamond sales slowed sharply, especially in the U.S. and China, two of the largest markets (De Beers Group 2023). Meanwhile, lab-grown diamonds, which can be produced at a fraction of the cost, have flooded the market,



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Botswana, the second-largest producer of diamonds globally, is heavily dependent on the sector.

driving down prices (Bain & Company 2023).

For Botswana, which failed to diversify beyond diamond dependency despite decades of booming revenues, the slowdown has exposed deep structural vulnerabilities. Its economy, tethered to a single resource, is now at the mercy of global consumer shifts.

How big of a threat are lab-grown diamonds?

Lab-grown diamonds are perhaps the most disruptive force the natural diamond market has ever faced. They are visually, chemically, and physically identical to mined stones, but can retail for up to 70% less (Bain & Company 2023). For younger consumers, who increasingly prioritize affordability and sustainability, the stigma once attached to synthetics has all but vanished.

This is not just a passing trend; it represents a structural shift. If natural diamonds cannot differentiate themselves in branding, heritage, and scarcity, their value proposition will erode further.

How exposed is Namibia?

Namibia's exposure is significant. Diamonds contribute billions annually

to the national fiscus through royalties, taxes, and dividends from joint ventures such as Namdeb and Debmarine. Recently, Namibia's Minister of Finance noted the decline in diamond sales as a key factor in revenue shortfalls (Shiimi 2024). This, coupled with declining Southern African Customs Union (SACU) revenues, could create a serious fiscal squeeze.

Already, Debmarine Namibia has announced the decommissioning of a mining vessel, raising fears of potential job losses (The Namibian 2024). If global demand continues to weaken, more cutbacks could follow, impacting livelihoods and government spending alike.

What lessons can Namibia draw from Botswana?

The clearest lesson is the danger of overreliance. For decades, Botswana basked in the stability of its diamond exports without aggressively diversifying into other sectors. That lack of foresight is now haunting the economy (African Development Bank 2023). Namibia must avoid the same fate.

The revenues from diamonds are finite—both because the resource itself is exhaustible and because the market is undergoing irreversible change. Namibia should be using today's revenues to invest in skills, innovation, and industries that will outlast diamonds.

Are Namibian models like Namdeb and Debmarine resilient?

Namibia's marine mining operations are globally respected for their innovation and efficiency. However, they are not insulated from the structural decline in natural diamond demand. Even the most technologically advanced mining model cannot overcome shrinking consumer appetite for mined stones.

What should Namibia do now?

From a policy standpoint, Namibia needs a multi-pronged approach:

- **Diversify within diamonds:** Move beyond raw exports. Invest in cutting, polishing, jewelry manufacturing, and branding Namibian diamonds as unique and responsibly sourced.

- **Diversify beyond diamonds:** Channel revenues into renewable energy, fisheries, agriculture, and knowledge industries that can generate long-term jobs and value.

- **Brand differentiation:** Position Namibian diamonds as “diamonds with a story”—finite treasures from the ocean floor, carrying cultural, historical, and environmental significance (Namdeb Annual Report 2023).

Could diversification in value addition help?

Absolutely. The global diamond market is no longer just about extraction; it is about value chains. Countries like India dominate cutting and polishing, reaping billions while African producers sell rough stones. By localizing more of this value chain, Namibia can generate jobs and buffer itself against declining rough sales (Chamber of Mines of Namibia 2024).

Should Namibia enter the synthetic diamond space?

It may seem counterintuitive, but embracing synthetics could be a forward-looking move.

Rather than resisting, Namibia could position itself as a dual player: marketing natural diamonds as luxury, scarce, heritage products while also producing lab-grown stones for mainstream markets.

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This two-pronged approach would reduce risk while keeping Namibia relevant in a changing market.

Will natural diamonds retain their prestige?

Natural diamonds will not disappear, but their market share will shrink. They may increasingly become luxury niche items like rare art or vintage wine, while synthetics dominate the broader consumer market. Their prestige will rely on effective branding and storytelling, not just their inherent qualities (Bain & Company 2023).

Final advice for Namibia

The diamond crisis in Botswana is not just Botswana's problem, it is a regional wake-up call. Namibia must recognize that diamonds are finite, both geologically and economically.

If Namibia fails to diversify, it risks walking the same path as Botswana, an economy vulnerable to external shocks, declining revenues, and job losses. The moment to act is now:

- Invest diamond revenues in skills and industries beyond mining.
- Scale up local beneficiation—cutting, polishing, and jewelry.
- Brand Namibian diamonds as premium and responsible.
- Explore synthetics as part of the future.

The story of diamonds in Southern Africa must evolve. If Namibia is to secure its economic future, it must use the dwindling window of diamond wealth to innovate, diversify, and build resilience.

Otherwise, when the sparkle fades, so too may the prosperity it has long brought.

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*** Lot Ndamanomhata is graduate of Public Management, Journalism and Communication. This article reflects his views and write entirely in his personal capacity.**

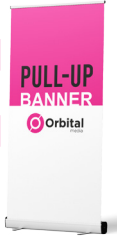
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Standard Bank launches flexible vehicle finance for tourism and fleet operators

Standard Bank Namibia has launched Fleet Saver, a financing facility designed to improve efficiency for businesses in the fleet and tourism industries.

Cecilia Hagen-Cloete, Head of Vehicle and Asset Finance, said the product addresses challenges faced by companies managing large vehicle fleets.

“The offering is basically to provide more efficiency to tourism companies which finance their fleets through us. Some of the benefits include that it’s a system-operated facility where the client can upload all of their vehicles, manage the uploads and the defleeting of these vehicles on the system,” she said. Fleet Saver replaces individual financing agreements with a single two-year contract covering the entire fleet, offering

flexible repayment options.

“We can offer one to two percent monthly curtailments, which the client can settle on their capital alone. There is also a month-end interest report that the client can get to know what interest they need to pay on a month-end basis,” Hagen-Cloete explained.

She added that clients have direct access to manage settlements, payments and reports.

“They don’t have to contact the bank to get information. They can get information on the system. They’ve got access to it. They can do their own uploads, own settlements, own payments,” she said.

Fleet Saver runs on a 24-month term, extendable to 36 months depending on fleet size, and can accommodate between 10 and over 600 vehicles.

Vision to impact: The case for investment promotion

By Robinson Hangula

In June 2023, I embarked on my first Investment Promotion mission to Changsha - China for the 2nd China Africa Economic Trade Expo (CAETE).

At the time, I was in my first year as the Senior Consultant: Investment Attraction at the Namibia Investment Promotion and Development Board (NIPDB), and still getting the hang of this concept of investment promotion.

This mission was an eye opener. What an experience it was, some of my highlights at the event included the Zimbabwean and DR Congo pavilions which were huge, well branded and I could tell they cost a fortune.

For the obvious reasons I asked myself the same question like everyone else, Is it worth it? Let me take you back to where it all started.

On 16 March 2020, His Excellency, Dr Hage G. Geingob, the 3rd President of the Republic of Namibia, announced the establishment of the NIPDB as he inaugurated his new government.

The NIPDB ensued the likes of Zambia Development Agency (ZDA) est. 2006, Rwanda Development Board (RDB) est. 2008, Botswana Investment and Trade Centre (BITC) est. 2012, as well as many others across the globe.

With the establishment of the NIPDB, Namibia is amongst the last countries in Sub Sahara Africa to establish an Economic Development Board (EDB) or as more widely known an Investment Promotion Agency (IPA).

Amongst others, EDBs/IPAs strategically engage in investment promotion activities



With the establishment of the NIPDB, Namibia is amongst the last countries in Sub Sahara Africa to establish an Economic Development Board (EDB) or as more widely known an Investment Promotion Agency (IPA).

with the aim of attracting and facilitating investment, including Foreign Direct Investment (FDI), to boost economic development as well as economic diversification.

This involves creating a favorable environment for investors and highlighting the country as a compelling investment location to investors.

The NIPDB also facilitates investments by local investors and provides personalised guidance tailored to each investor's unique needs and interests through its One Stop Centre (OSC) located at the Investment House.

Let's unpack the concept of investment promotion. This is a practice undertaken by countries to enhance a country's investment appeal through image building which is vital in positioning it as an attractive

investment destination.

This involves strategic and active participation in international events that bring business and government leaders, investors and financiers from all over the globe together, presenting a valuable opportunity to engage decision makers.

Furthermore, targeted meetings where pre-packaged proposals are presented one on one with potential investors, as well as bilateral Business Forums where various entities in sectors of interest are invited to participate in and engage in Business-

to-Business (B2B) meetings are equally as important for investment promotion.

Investment promotion is a very competitive environment, and Namibia is continuously competing for investor attention with over 200 other countries. If we consider our immediate neighbours, Namibia,

Zambia and Botswana to a certain degree have similar economic conditions. What then sets Namibia apart from her peers? Is it the Rule of law? The recently refurbished world class port of Walvisbay?

The best roads in Africa? Or perhaps our stable political environment? Abundant Natural Resources and Emerging Energy Opportunities? Whatever our comparative advantages are, they must be compounded and amplified through strategic destination marketing in order to get this message across to the right audience, at the right time and in the most cost effective and efficient manner.

One might say that IPAs are comparable to retail store sales agents, they stand there in shelves like a trader waiting for Microsoft Corporation stocks, as soon as they notice your presence they approach and ask "Excuse me sir, may I assist you?" Though often seeming unnecessary and bothersome, they point you to the right shelf right away in turn saving you

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TENDERS



TENDER ENQUIRY NO. E090-ND-2025
INVITATION TO TENDER FOR THE PROVISION OF CORROSION PROTECTION, CLADDING AND SCAFFOLDING SERVICES

- 1. OVERVIEW**
 Namdeb Diamond Corporation (Pty) Ltd (Namdeb) is a wholly owned subsidiary of Namdeb Holdings (Pty) Ltd, and performs land-based prospecting (exploration), mining and rehabilitation operations.
- 2. SPECIFICATION OF THE SERVICES**
 Namdeb hereby invites reputable and qualified service providers to submit tenders for the provision of on-site services, including (but not limited to) the following:-
 - The Provision of Sandblasting and Corrosion Protection Services
 - The Provision of Cladding Removal, Installation and Replacement Services
 - The Provision of Scaffolding Services (Assemble, Inspection and Dismantle)
- 3. TENDER ENQUIRY DOCUMENT**
 Interested parties may contact the following person to obtain a copy of the tender enquiry document. **It is recommended that the tender enquiry document be obtained before 17th of September 2025.**
 Contact: Ms Elizabeth Markowitz
 Email: elizabeth.markowitz@namdeb.com
 Tel.: +264 (63) 238502
- 4. COMPULSORY PHYSICAL SITE INSPECTION**
 A compulsory physical site inspection (as further detailed in the tender enquiry) shall be conducted on **Monday, 13th of October 2025.**
Only Tenderers that attended the compulsory physical site inspection shall be eligible to participate in the tender process.
- 5. CLOSING DATE**
 The closing date for the tender is **16h00 on Tuesday, 04th of November 2025**, and tender submissions must only be delivered as specified in the tender enquiry document.

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time and effort.

Investment Promotion is the best and most efficient way to attract FDI. Furthermore, Investment Promotion is a collective, cross-sectoral effort that involves multiple stakeholders working in coordination to create a seamless and attractive environment for investors, from issuing of industry specific certifications, permits and approvals to quality assurance standards.

According to the World Bank, Investment promotion is a long-overhaul game that can take up to 3 years before a project can reach Final Investment Decision (FID). With that in mind, Zambia

established ZDA in 2006, the following year the country attracted \$1.3 billion FDI in 2007 compared to \$616 million the prior year, South Africa established InvestSA in 2016 seeing a strong positive growth in FDI of \$5.3billion in 2018 compared to \$1.7billion in 2015, similarly Zimbabwe created ZIDA in 2020 seeing an emerging positive growth in FDI of \$588m in 2023 compared to \$280 in 2019 this is according to the FDI intelligence report published October 15 2020 as well as the Herald online.

Bank of Namibia (BoN) in collaboration with NIPDB recently launched an FDI report that highlights that in four years, since 2021 a year after the formation of NIPDB, the cumulative net FDI inflows reached N\$114.9 billion, a figure that far exceeds the N\$50.5 billion in net FDI inflows recorded over the entire period from 2009 to 2020. While total FDI inflows between 2021 and 2024 amounted to N\$114.9 billion, this surge has been largely driven by oil and gas investments (N\$58.9 billion).

However, net FDI excluding this sector still amounts to N\$56.0 billion over the period. This suggests that, even without

the oil and gas sector, recent investment inflows remain robust, reflecting notable growth sustained and investor interest in other sectors of the economy.

The report further highlights that 6,835 new jobs were created over the past five years and foreign-owned enterprises employed an estimated 62,817 people in 2023, up from 55,982 in 2019 accounting for over 11% according to the employment survey.

Answering the question, Is investment promotion worth it? Let's look at the Pros: it Attracts FDI and Local Investment, Job Creation & Economic Diversification, Positions Namibia Globally, Builds Investor Confidence, Encourages Policy Reforms, Fosters Public-Private Dialogue. Cons: Pressure to Show Quick Wins, Long Conversion Timelines (3 - 5 years), high Cost of missions, dependence on external factors such as political stability and environmental conditions outside the control of the IPA, Mismatch Between Investor Interests and local capacity such as skills, coordination complexity with various Ministries, Offices and agencies.

Investment promotion is justified when it is strategic, targeted, and aligned with the country's long-term economic goals.

While costs can be significant, the economic benefits such as FDI inflows, job creation, and competitiveness often far exceed expenditures when executed effectively. Therefore, focus on reviewing performance of an EDB/IPA should be on the cost benefit analysis as well as benchmarking with other EDBs/IPAs.

The tendency to look at the cost of promotion without due regard to the outcomes can be misleading.

****Robinson Hangula is the Manager for Investment Attraction at the Namibia Investment Promotion and Development Board (NIPDB)***

Namibia after instant pay: A new chapter for banks, wallets and everyday life

By Modest Ipangelwa

Namibia is about to take a bold step forward. In September, the Bank of Namibia will launch the Instant Payment system, a national platform that allows people to send and receive money instantly, across banks and wallets, 24 hours a day.

It's a major milestone that will reshape the way money moves in our country. But the question remains: what happens next? How will banks adapt? What role will wallets play? And what does this mean for ordinary Namibians?

Banks and the power of presence

For decades, Namibia's banks built their strength on physical presence. Branches, ATMs, agents, and cash-in/cash-out points became the heartbeat of financial access. With Instant Pay, these same points of presence won't disappear—in fact, they may become even more important.

A small shop in Outjo or Usakos that once relied solely on cash will soon be able to accept payments directly from any wallet or bank app.

Banks' footprints will still provide trust and security, but their role will shift. Instead of being the sole gateways to digital payments, branches and agents will become service hubs: places for cash handling, onboarding, dispute resolution, and financial education.

The real challenge for banks will be protecting their brand reputation. No



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For decades, Namibia's banks built their strength on physical presence.

longer will it be enough to boast about the widest network. Reliability, security, and customer experience will matter more than ever. A single failed transfer or poor fraud response could erode years of trust.

Will wallets replace accounts?

Much has been said about the rise of digital wallets. Services like PayToday, MTC's Maris, and BlueWallet have already proven their appeal. With Instant Pay, wallets will plug directly into the same rails as banks, giving people a faster, cheaper option for everyday use.

Does this spell the end of the bank account? Not quite. Wallets are convenient for daily transactions, but banks still dominate in savings, credit, and building financial history. What is likely is a new blended ecosystem: people will keep small balances in wallets for daily spending while linking them to bank accounts for savings and loans.

For small businesses, this could be transformative. A street vendor in Walvis Bay might collect payments instantly through a wallet, but when it comes to financing stock or expanding operations, the bank will still be the partner of choice.

The balance between wallets and accounts will depend on how well each adapts to people's real needs.

The risks of instant money

As exciting as Instant Pay is, it comes with risks. Money that moves instantly can also be stolen instantly.

Fraudsters will try to exploit unsuspecting users through social media scams, fake QR codes, or SIM-swaps. Banks and wallets will need to step up with stronger protections, from two-factor authentication to fraud detection and quick-response systems.

For Namibians, the best defense will be knowledge. Financial literacy campaigns are not a luxury—they are a necessity.

People must be taught how to spot scams, how to protect their accounts, and how to use the new system safely.

Without education, the very tool designed to bring inclusion could also bring vulnerability.

Innovation beyond payments

The future will not be decided by who has the biggest branch or the flashiest app. Instead,

success will come from who can innovate beyond just payments.

* Banks can reimagine their branches as digital service centres, offering instant dispute resolution, QR kits for merchants, and on-the-spot education for rural communities.

- Wallets and fintechs can provide business tools—like stock management, instant settlement, and cash-flow dashboards—that help small shops grow.

- Everyone must invest in trust: clear pricing, fast customer support, and visible action against fraud.

- And critically, basic phone access must not be forgotten. For many Namibians, a smartphone is still out of reach. USSD channels must remain strong, simple, and reliable so that no one is excluded.

A shared future

Instant Pay is more than technology. It is a statement: that financial services should be open, affordable, and accessible to every Namibian, whether they live in Windhoek or in the most remote village.

Banks, wallets, telcos, and fintechs now face the same test—can they

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adapt, not by protecting old turf, but by building new value for the people they serve?

The rail will be the same for everyone. What will matter is the experience on top: the trust you feel when you send money to a loved one, the ease with which a vendor collects payments, the protection offered

when something goes wrong.

If Namibia gets this right, Instant Pay will not just make money move faster—it will make inclusion move faster too.

****Modest Ipangelwa is a Coverage eBanker for First National Bank and FinTech Expert***

PETROFUND

PETROLEUM TRAINING AND EDUCATION FUND

SCHOLARSHIPS FOR THE 2026 ACADEMIC YEAR



In recognition of multiple oil and gas discoveries in the Orange Basin offshore Namibia and continued exploration activities, PETROFUND is intensifying efforts to build a skilled workforce for the next phases of the upstream petroleum industry. As part of this drive, scholarships for 2026 are now available to equip Namibians with vital skills ahead of the Final Investment Decision by petroleum exploration licence holders.

Scholarship Opportunities:

The following scholarships are open to high-performing, dedicated Namibians eager to join the upstream petroleum industry and pursue full-time studies in the following fields:

Undergraduate Scholarships in the SADC Region only:

- BSc./B. Engineering in Civil, Marine, Chemical, Electrical, Power, Industrial and Mechanical Engineering.
- BSc. Geosciences
- Diploma in Instrumentation Engineering Technology in Oil and Gas (Check list of institution on the website)

Postgraduate Scholarships at University of Namibia only:

- MSc. Petroleum Geology

Candidates applying for undergraduate (SADC) and MSc. Petroleum Geology scholarships must submit applications via the PETROFUND website: <https://esaspetrofund.org/login>.

Application forms for undergraduate (SADC) and MSc. Petroleum Geology scholarships have been sent to all Regional Councils for distribution to candidates in areas with limited or no internet network access.

Postgraduate Scholarships at Overseas Universities for the September intake:

- MSc. Exploration Geophysics / MSc. Geophysics with specialisation in Petroleum Geophysics
- MSc. Reservoir Evaluation Management
- MSc. Petroleum Engineering and Project Development
- MSc. Marine Engineering
- MSc. Drilling Engineering
- MSc. Oil and Gas Engineering
- MSc. Fire Safety Engineering
- MSc. Naval Engineering / MSc. Advanced Naval Architecture / MSc. Marine Technology: Atlantic Master's Ship Operation and Naval Engineering
- MSc. Aerospace Engineering
- MSc. Process Safety
- MSc. Carbon Capture Management
- MSc. Oil and Gas Law

Candidates applying for MSc overseas programmes in the United Kingdom must submit applications on both the PETROFUND website: (<https://esaspetrofund.org/login>) and the Chevening website: (<https://www.chevening.org/namibia/>) as these will only be sponsored through the PETROFUND/Chevening joint scholarship programme. Candidates applying for MSc overseas programmes outside the United Kingdom must submit applications through the PETROFUND website only.

Requirements for all the scholarships

- Namibian citizenship.
- Demonstrate outstanding academic performance for undergraduate students currently enrolled at the university.
- Excellent passes in mathematics, sciences and English at grade 12 or Advanced Subsidiary (AS) level with a minimum of 30 points in five (5) subjects as per the recognised universities' scales for high school applicants (current AS Level learners to submit September results).
- Hold a relevant honours degree with a minimum average pass mark of 60% for the master's scholarship applicants.
- Be willing to commence studies in January 2026 for scholarships within the SADC region and in September 2026 for overseas scholarships.
- Provide proof of admission for the intended course for MSc overseas scholarships.
- Submit proof of admission for SADC region scholarships by January 2026 for undergraduate and MSc. Petroleum Geology applicants.
- Provide certified copies of all required supporting documents by the Namibian Police.
- Complete the relevant online PETROFUND or Chevening scholarship application form at: <https://esaspetrofund.org/login.php> or <https://www.chevening.org/namibia/>.



Applicants are reminded that applications for courses other than those mentioned herein will not be considered.

Important information for applicants:

- Only shortlisted candidates will be contacted and invited for oral interviews. Interview dates will be communicated directly to shortlisted applicants.
- Information on universities offering the advertised postgraduate programmes is available on the PETROFUND website as well as a guide on how to complete the application form.
- Candidates submitting manual applications should do so at their constituency offices.
- Manual applications are reserved for individuals with limited or no access to online facilities.

Enquiries:

All enquiries should be directed to Ms. Elizabeth Muundjua or Ms. Loide Ashadhila at +264 61 400 443 or petrofund@namcor.com.na.

Deadline for Submitting all Applications: **Tuesday, 7 October 2025 at 13:00.**



Penda Naanda appointed Namibia's Ambassador to the UN

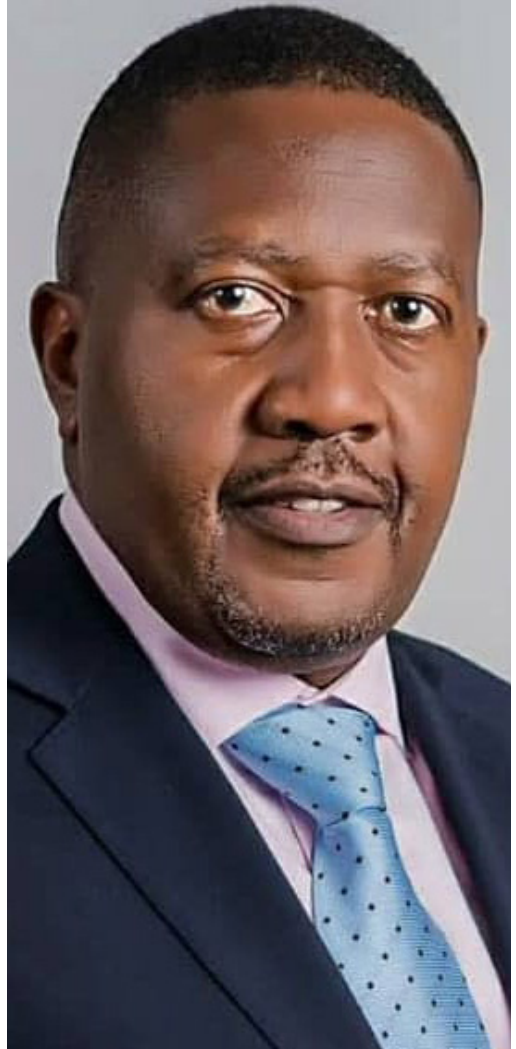
President Netumbo Nandi-Ndaitwah has appointed Ambassador Penda Naanda as Namibia's Ambassador and Permanent Representative to the United Nations in New York, with immediate effect.

He replaces Ambassador Neville Gertze, who has been reassigned as Executive Director in the Private Office of the President. Ambassador Naanda has been serving as Executive Director in the Ministry of International Relations and Cooperation since 2021. The ministry was recently renamed the Ministry of International Relations and Trade.

He previously represented Namibia as Ambassador to the Swiss Confederation and as Permanent Representative to the United Nations Office in Geneva between 2018 and 2020.

His diplomatic career also includes service as First Secretary Economic at the Namibian High Commission in Pretoria, First Secretary at the Namibian Mission in Vienna, and Deputy Permanent Representative of Namibia to the United Nations in New York.

The President expressed confidence in Ambassador Naanda's appointment, saying she trusted his experience would help advance Namibia's diplomatic agenda at the United Nations and extended her best wishes as he assumes his new role.



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