

APPOINTMENT

Margaret Gustavo
appointed acting Managing
Director of NWR

p. 04



CONNECTION

The coffee extravaganza
celebrates craft and
connection

p. 11



AI MODELS

Not all AI models
are created
equal

p. 16



THE

BRIEF

News Worth Knowing

**Average price of a house in Namibia
increases to N\$1.46 million**



WEDNESDAY 13 MAY 2026

MAIN STORY

Average price of a house in Namibia increases to N\$1.46 million

Namibia's average house price increased to N\$1.46 million in the first quarter of 2026 as shortages of serviced land and limited housing supply continued to push property prices higher.

According to a report by Mandisa Van Wyk, Market Research Manager at FNB Namibia, the national average house price rose to N\$1,460,483 in 1Q2026 from N\$1,420,286 in the previous quarter and N\$1,345,270 a year ago.

House prices grew by 7.1% during the quarter, although this was slightly slower than the 7.6% growth recorded at the end of 2025.

Van Wyk said demand for houses remains strong, especially in the central and coastal regions, even though fewer people are buying homes compared to the previous quarter.

The central region recorded house price growth of 7.6%, while the coastal region saw the biggest increase at 10.6%. The northern region recorded weak growth of 0.4%, while prices in the southern region declined by 0.7%.

The average house price in the central region now stands at N\$1.83 million, while coastal homes average N\$1.58 million.



The report said the housing market continues to face challenges linked to slow land servicing and limited new housing developments.

Residential plot sales remained weak, falling by 32% during the quarter.

Mortgage lending also remained low despite lower interest rates, making it harder for many households to afford homes.

“As a result, activity in the residential property market appears to be increasingly concentrated among foreign buyers and higher income households,” the report said.

The report expects house prices to remain high in the short term as supply shortages continue across the market.

Crucial Dates

- **Bank of Namibia Monetary Policy announcement dates:**
 - * 17 June 2026
 - * 12 August 2026
 - * 29 October 2026
 - * 10 December 2026
- **Namibia Oil and Gas Conference 18–21 August 2026 in Windhoek**



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Margaret Gustavo appointed acting Managing Director of NWR

Cabinet has approved the appointment of Margaret Gustavo as Caretaker and Acting Managing Director of Namibia Wildlife Resorts (NWR) for a two-year period ending April 2028, as government moves to stabilise the struggling state-owned tourism entity.

Gustavo, the former Executive for Competitiveness and Branding at the Namibia Investment Promotion and Development Board, replaces Matthias Ngwangwama, whose contract was not renewed.

Gustavo's appointment, which took effect on 1 May 2026, was communicated to NWR board chairperson Ambassador Herold / Uirab by Environment, Forestry and Tourism Minister Indileni Daniel.

Cabinet has also directed the Ministry, in collaboration with NWR, to develop a "comprehensive turnaround strategy" for the parastatal over the next 24 months.

The Minister instructed the NWR board to urgently implement the Cabinet decision and ensure all administrative and operational measures are put in place to facilitate Gustavo's assumption of duties.

The appointment comes as NWR continues to face operational and financial challenges, with growing pressure on state-owned enterprises to improve governance, profitability and service delivery.

NWR operates several tourism lodges and resorts located within the country's national parks and conservation areas.

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When markets sizzle, don't confuse heat with skill

By John-Morgan Bezuidenhout

Everyone looks like a genius when markets are going up. That is one of investing's oldest tricks.

A rising market can make ordinary risk-taking look like deep insight. The portfolio goes up, the spreadsheet looks heroic, and suddenly everyone has a "disciplined investment process". Sometimes they do.

Often, they were just standing close to the fire. Investing is a bit like a braai. Anyone can arrive with meat and confidence. That is the easy part.

The skill is knowing how much to put on the fire, when to turn it, when to wait, and when to stop someone from adding more wood because "it looks like it needs heat".

Investment portfolios work the same way. Most investors spend too much time asking: "What is the best investment?"

The better question is: "Best for what?". Best for growth? Best for income? Best for protecting capital? Best for beating inflation? That is where outcome-based investing starts.

At Momentum Investments, the philosophy is built around a simple but important shift: start with the client's goal,



The skill is knowing how much to put on the fire, when to turn it, when to wait, and when to stop someone from adding more wood because "it looks like it needs heat".

not the market's latest excitement. The question is not only whether an investment can perform.

The question is whether the portfolio is designed around the client's objective, time horizon, return requirement and ability to take risk.

The investment industry often behaves as if the goal is to win a quarterly beauty pageant. Who is top of the performance table? Who had the best year? Who owns the thing everyone now wishes they had owned earlier? But clients do not retire on relative performance tables. They do not pay school fees with peer rankings.

Bank Windhoek

Coffee Extravaganza

Bringing you the best beans, brews and baristas.

Date: Saturday, 6 June 2026

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Come, journey with us.



They do not fund liabilities with impressive cocktail-party stories about last year's best asset class. They need portfolios that can help them reach real outcomes. That is why asset allocation matters.

Asset allocation sounds boring because, frankly, it has terrible public relations. But boring is not the same as unimportant. Brakes are boring too, until you are driving downhill. Portfolio construction is about choosing the right balance between offence and defence.

Ownership assets, such as equities, property and private businesses, usually offer more upside but more uncertainty. Debt assets, such as bonds and credit,

usually offer more contractual returns, less upside and more stability.

The art is not choosing one forever. The art is choosing the right balance for the investor, the objective and the environment.

In braai terms: not everything on the fire needs to be wors. Wors is wonderful, but a plate made only of wors is not a strategy. It is a warning sign. Equities are often the chops and wors of a portfolio. They get the attention. They bring the growth.

When they perform well, everyone suddenly has strong views about valuation, earnings and why they "saw it coming". Bonds and credit are more like pap and bread. Less glamorous, but they hold the plate together. They provide income, structure and a more predictable return profile, especially when yields are attractive.

Cash is the cooler box. Nobody brags about it when everything is going well. But when the fire dies, the weather turns, or opportunities appear, flexibility suddenly looks very intelligent. Alternatives are the marinades and side dishes. Used well, they add flavour. Used badly, they become expensive mushrooms with a pitch deck. The point is simple: every asset must have a job.

This is also why Momentum's outcome-based approach is built around a multi-asset-class, multi-strategy and multi-mandate framework. That is a technical way of saying the portfolio should not

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depend on one asset class, one investment style, one market or one heroic forecast.

Different assets and strategies should work together toward the client's required outcome. Investors often confuse performance with skill, especially in bull markets. If you outperform when markets are rising because you simply owned more risky assets, and then fall harder when markets turn, that is not necessarily sophistication.

It may just be beta wearing a nice suit. True sophistication is not about looking clever when conditions are easy. It is about knowing what risks you are taking, why you are taking them, and whether those risks are appropriate for the outcome you are trying to achieve.

Risk should be intentional and compensated.

None of this means investors should constantly fiddle. That is not asset allocation. That is panic with admin - good asset allocation starts with purpose. What is the money meant to do? When is it needed? What return is required? How much volatility can the investor tolerate? What happens if markets fall? What happens if they do not? What behaviour might the investor display when the fire gets hot?

Momentum's outcome-based philosophy explicitly

recognises that human behaviour can destroy investor value over time.

Investors panic, chase winners, abandon strategies and often make emotional decisions at exactly the wrong moment. Keeping clients invested is therefore not a soft idea. It is central to the investment outcome. The goal is not to build a portfolio that wins every month.

That portfolio does not exist, except in pitch books and other works of fiction. The goal is to build a portfolio that has enough offence to grow and enough defence to survive.

It should have conviction, but not arrogance. Diversification, but not confusion.

Flexibility, but not constant fiddling. An investment portfolio should be positioned for opportunity, but not dependent on one outcome. It should be built for probabilities, not prophecies. And above all, it should be built around the investor's actual goal.

At a braai, more meat is not always a better meal. In investing, more risk is not always a better portfolio and standing close to the fire is not the same as knowing how to cook.

* **John-Morgan Bezuidenhout - Portfolio Manager, Momentum Investments**

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Namibia's N\$29.2bn financing burden increases pressure on domestic market

Namibia's growing reliance on domestic borrowing is placing increasing pressure on the local financial system, as government faces a total financing requirement of N\$29.22 billion in the 2026/27 financial year, equivalent to 10.2% of GDP and 32.6% of projected annual revenue.

According to a new debt outlook by Simonis Storm economist Almandro Jansen, the country's debt challenge is increasingly becoming a domestic cash flow and refinancing problem rather than a

conventional debt stock issue.

Government plans net domestic borrowing of N\$20.22 billion during FY2026/27, while also rolling over a Treasury Bill stock of N\$48.8 billion within 12 months.

The May to July 2026 borrowing calendar alone includes planned issuances of N\$6.46 billion, representing about 32% of the annual domestic borrowing target.

"The more realistic risk is crowding out. This happens when the state absorbs an increasing share of domestic savings,

leaving less capital available for private credit, corporate issuance, infrastructure finance and equity investment,” Jansen said.

The report warned that sustained sovereign borrowing could increasingly reshape capital allocation within the domestic financial system, with investors favouring government securities over private sector lending.

Late April market data cited in the report showed Treasury Bill yields ranging between 7.1% and 7.4%, while long-dated government bonds were yielding above 11.5%.

“When government paper offers attractive nominal yields, private issuers must compete against the sovereign. Projects that might have been viable at lower hurdle rates become less attractive,” Jansen said.

Simonis Storm argued that Namibia’s

fiscal pressure is not fully reflected in the headline deficit figure.

While the fiscal deficit for FY2026/27 is projected at N\$15.78 billion, or 5.5% of GDP, the actual cash government must raise is significantly larger once bond redemptions, foreign loan repayments, VAT refunds and other obligations are included.

“For FY2026/27, government requires total financing of N\$29.22 billion, equal to 10.2% of GDP. Against projected revenue of N\$89.56 billion, the total financing requirement is equal to 32.6% of annual revenue. That is the true funding burden,” Jansen said.

The report noted that expenditure is expected to remain above N\$106 billion, while revenue is projected to decline by 3.3%, from N\$92.63 billion in FY2025/26 to N\$89.56 billion in FY2026/27.

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Interest payments are projected at around N\$16.2 billion, close to the size of the overall fiscal deficit.

“With interest payments around N\$16.2 billion and the deficit at N\$15.78 billion, the state is close to primary balance before interest but remains in a large deficit after debt service. This means past borrowing is now driving current borrowing,” Jansen said.

Simonis Storm also examined the October 2025 redemption of Namibia’s US\$750 million Eurobond, which was

financed through a combination of sinking fund resources and approximately N\$6 billion in commercial bank loans.

According to the report, external debt declined from N\$37.96 billion to N\$19.76 billion between March 2025 and March 2026, while domestic debt rose from N\$129.19 billion to N\$152.93 billion.

Commercial loans increased from zero to N\$6 billion over the same period.

“That is not deleveraging. It is liability transformation. Namibia reduced direct hard currency refinancing risk, but it increased local funding dependence,” Jansen said.

Standard Bank Namibia provided N\$3 billion towards the refinancing package, while FNB Namibia contributed N\$1.5 billion. Bank Windhoek and Absa Bank Namibia jointly provided the remaining N\$1.5 billion.

The report further warned that Namibia’s external financing strategy still carries risks despite the shift towards domestic funding.

Of the planned N\$9 billion in foreign financing for FY2026/27, N\$7.11 billion, or about 79%, is classified as optional financing.

Simonis Storm also cautioned against expectations that oil and gas development will provide immediate fiscal relief, noting that government’s FY2026/27 borrowing requirement includes N\$2.15 billion in oil and gas-related VAT refunds.



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The coffee extravaganza celebrates craft and connection

By Jacqueline Pack

In Namibia, where business is deeply rooted in personal relationships, the simple act of sharing a cup of coffee has long been the cornerstone of meaningful engagement.

Recognising this cultural touchstone, Bank Windhoek is pioneering a new approach to relationship banking by blending financial services with experiential lifestyle events, culminating in the inaugural Bank Windhoek Coffee Extravaganza, which symbolises that in the fast-paced world of modern finance, the true currency of banking is no longer just capital; it is connection.

Namibia's corporate landscape is unique. In Windhoek and across the country, the most critical deals are rarely finalised in sterile boardrooms; they are negotiated, nurtured, and sealed over a cup of coffee.

Nowadays, coffee shops have become modern-day spaces where entrepreneurs brainstorm, corporate leaders strategise, and professionals network.

When a Namibian businessperson invites a client or partner for coffee, they are offering time, attention, and a willingness to connect on a human level.

It is an acknowledgement that before a transaction can occur, a relationship must be established. As consumer expectations shift, traditional marketing strategies are no longer sufficient to capture attention and build loyalty.

Today's customers seek experiences that resonate with their lifestyles and values. Experiential marketing, creating immersive, memorable interactions between a brand



When a Namibian businessperson invites a client or partner for coffee, they are offering time, attention, and a willingness to connect on a human level.

and its audience, has emerged as a powerful tool for financial institutions to differentiate themselves.

By hosting the Coffee Extravaganza, Bank Windhoek is moving beyond conventional banking boundaries. Instead of merely telling customers about its commitment to relationship banking, the Bank is demonstrating that relationship ethos.

The event serves as a tangible manifestation of Bank Windhoek's brand positioning: an institution that understands and celebrates its clients' lifestyles. When a bank curates an event centred around a shared passion, in this case, coffee, it creates a relaxed, engaging environment where organic connections can flourish.

It breaks down the formal barriers often associated with financial institutions, allowing bankers and clients to interact as individuals with common interests.

Scheduled for Saturday, 6 June 2026, at the Windhoek Country Club Resort, the inaugural Bank Windhoek Coffee Extravaganza, in collaboration with VISA,

is set to be a landmark event on Namibia's social calendar.

Starting at 10:00, the one-day public event is designed for coffee lovers, social explorers, and business professionals alike.

The Bank Windhoek Coffee Extravaganza is not just a showcase; it is an interactive journey from bean to cup. Attendees will have the opportunity to engage with the artistry of coffee through live roasting sessions, barista demonstrations and curated tasting stations.

These activities highlight the craftsmanship

and dedication required to produce the perfect brew, qualities that mirror the precision and care synonymous with Bank Windhoek. Furthermore, the event will feature live cooking demonstrations by Namibian chefs, offering food pairings that elevate the sensory experience. By bringing together local coffee brands, talented baristas, and culinary experts, Bank Windhoek is also reinforcing its commitment to supporting local enterprises and nurturing Namibian talent. We invite you to be part of this unique celebration of coffee culture, creativity, and connection.

Join us on 6 June at the Windhoek Country Club Resort. Secure your spot early and take advantage of the Early Bird ticket price of N\$150 (limited to the first 500 tickets), which includes two tasting tokens.

Standard tickets are available for N\$200. Come for the coffee, stay for the connections, and experience firsthand how Bank Windhoek is redefining relationship banking. Tickets are available via Webtickets. Follow Bank Windhoek on social media for event updates and announcements.

*** Jacqueline Pack is Bank Windhoek's Executive Officer of Marketing and Corporate Communication Services**



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In line with our diversity objectives, preference will be given to Namibian Nationals and Female applicants.

CLOSING DATE: 22 May 2026



FIMA to tighten financial oversight and boost consumer protection - Shafudah

Minister of Finance Erich Shafudah says the Financial Institutions and Markets Act (FIMA) will strengthen financial sector oversight, improve consumer protection and modernise Namibia’s regulatory framework.

Speaking at the official launch of the legislation, Shafudah described FIMA as a major reform aimed at improving supervision of the non-banking financial sector amid rapid technological change and growing financial market complexity.

The Act, developed together with the Namibia Financial Institutions Supervisory Authority and supported by the Bank

of Namibia, replaces fragmented and outdated financial laws with a single regulatory framework.

“Fellow Namibians, FIMA replaces outdated and fragmented legislation with a single, coherent, and modern legal framework. It responds decisively to the realities of today’s financial environment, an environment characterised by rapid innovation, digitalisation, increasingly complex products, and cross-border activities. This modernised legal framework strengthens regulatory certainty, enhances supervisory effectiveness, aligns Namibia with international best practices, and ensures resilience in the face of emerging

risks,” Shafudah said.

According to the Minister, the law is built around three pillars namely financial stability, financial inclusion and consumer protection.

She said the legislation is aimed at protecting pensions and savings, expanding access to financial services and improving fairness and transparency within the financial sector.

“The third pillar is consumer protection. For the first time in our regulatory history, consumer protection is firmly placed at the centre of financial regulation. FIMA strengthens transparency, fairness, disclosure, and the mechanisms available to consumers for complaints and redress. This builds trust, and trust, the cornerstone of any healthy and sustainable financial system,” Shafudah said.

The Minister also addressed concerns

over proposed pension preservation regulations, confirming that Regulation RF.R.5.10 has been placed on hold following public consultations conducted across all 14 regions.

“Many Namibians felt strongly that the proposed regulation, in the form in which it was contemplated, did not adequately reflect their lived realities, their household circumstances, or the social compact between worker, employer, and State,” she said.

Shafudah added that current retirement benefit commutation rules and existing lump-sum entitlements under the Income Tax Act remain unchanged.

FIMA and the NAMFISA Act of 2021 officially came into operation on 1 May 2026, although some provisions have temporarily been held in abeyance to allow for a phased implementation process.

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Standard Bank appoints Chaze Nalisa-Jagger Senior Manager for Learning and Development

Standard Bank Namibia has appointed Chaze Nalisa-Jagger as Senior Manager for Learning and Organisational Development.

Nalisa-Jagger joins the bank with more than 15 years of experience in human capital, leadership development and organisational effectiveness.

According to Standard Bank Namibia, her appointment is expected to strengthen the bank's people development and organisational capability strategies.

The bank said she brings expertise in leadership development, organisational effectiveness and building high-performance workplace cultures.

“Her strong background in people strategy and capability-building initiatives enables her to deliver impactful learning and leadership solutions that support sustainable organisational growth,” the bank said.

Standard Bank Namibia added that Nalisa-Jagger's experience in strategic people management and team development positions her as a key addition to the institution's People and Culture division.

“Chaze's blend of strategic insight, people development expertise, and experience in enabling high-performing teams positions



her as a valuable addition to our People & Culture team and the broader Standard Bank Namibia business,” the bank said.

Nalisa-Jagger holds a Master's degree in Strategic Management and Corporate Governance, qualifications in Industrial and Organisational Psychology, a Higher Certificate in Occupationally Directed Education, Training and Development Practices, and is a certified Change Management expert.

A promotional graphic for 'The Brief' news outlet. It features a central QR code with the text 'SCAN HERE' to its left. Above the QR code is a 'Finance' icon (a bar chart with an upward arrow) and below it is a 'Business' icon (a magnifying glass over a bar chart). To the right of the QR code is the text 'TO FOLLOW OUR WHATSAPP CHANNEL' in large, bold letters. At the top right is the logo 'THE BRIEF News Worth Knowing'. At the bottom left, there is a PDF icon and the text 'Daily PDF version sent via email', along with social media handles for Facebook (@thebrieflive), LinkedIn (@thebrieflive.name), Twitter (@TheBriefLive), and Instagram (@thebrieflive). At the bottom right, there is a WhatsApp icon and the text 'for Daily Namibian News'.

Not all AI models are created equal: Decoding the industry's three-tier structure

By Stantin Siebritz

As artificial intelligence matures, a clear pattern is emerging among leading developers: a structured hierarchy of models designed to optimise performance, cost and scalability.

Major players are converging on a three-tier approach. Anthropic offers Claude Opus, Sonnet and Haiku; OpenAI fields GPT-5.4, GPT-5.4 mini and GPT-5.4 nano; while Google provides Gemini 2.5 Pro, Gemini 2.5 Flash and Gemini 2.5 Flash-Lite. Despite differences in branding, the underlying architecture is consistent, segmenting AI systems into flagship, balanced and high-efficiency tiers.

At the top sits the flagship tier, purpose-built for complex, high-value work that demands advanced reasoning, coding capability and large-scale analysis. Anthropic positions Claude Opus 4.7 as its most capable model for sophisticated reasoning and agentic coding, while OpenAI describes GPT-5.4 as its frontier model for professional workflows, offering “best intelligence at scale.” Google’s Gemini 2.5 Pro is similarly characterised as a state-of-the-art model suited to complex reasoning, mathematics and large datasets. These systems are designed for high-stakes environments such as strategy development, research synthesis and decision support, where accuracy and depth are paramount.

The middle tier represents the



The ability to calibrate performance, cost and scale—rather than defaulting to the most powerful tools—will determine which businesses translate AI investment into sustained commercial impact.

operational core of most enterprise AI use cases. Anthropic’s Claude Sonnet 4.6 is positioned as an optimal balance between speed and capability, while Google’s Gemini 2.5 Flash is marketed as a leading price-performance option for high-volume tasks that still require reasoning. OpenAI’s GPT-5.4 mini is designed to support efficient workloads, including coding and sub-agent processes. In practice, this tier functions as the daily engine of AI adoption, enabling organisations to integrate intelligence into workflows without incurring the higher costs associated with flagship models.

The high-efficiency tier, by contrast, is built for scale, automation and cost control. Anthropic highlights Claude Haiku 4.5 as its fastest model with near-frontier intelligence, while Google positions Gemini 2.5 Flash-Lite as its

most cost-effective multimodal option. OpenAI's GPT-5.4 nano is optimised for high-volume, low-complexity tasks such as classification, extraction and ranking. These models play a critical role in enabling large-scale automation, handling repetitive processes such as tagging, routing and summarisation that underpin operational efficiency.

Competition among AI providers is no longer defined by raw intelligence alone. Increasingly, differentiation is driven by context capacity, integrated tooling and throughput. Leading systems now support substantial context windows, with GPT-5.4 and Gemini 2.5 Flash offering approximately 1 million tokens of context, enabling them to process extensive datasets or lengthy documents in a single interaction. Claude Opus 4.7 and Claude Sonnet 4.6 also operate at around 1 million tokens, which equates to roughly the full Lord of the Rings trilogy, while Claude Haiku 4.5 supports 200,000 tokens, closer to the length of The Two Towers.

At the same time, models such as Gemini 2.5 Flash integrate capabilities including code execution, file search, structured outputs and function calling. This signals a broader shift from passive language models toward systems that can actively perform tasks, analyse data and integrate into enterprise workflows.

For business leaders, the strategic implication is straightforward. The value of AI lies not in deploying

the most advanced model available, but in aligning the right model to the right task. Flagship systems are best reserved for complex, high-impact work, while balanced models deliver the greatest value across day-to-day operations, and high-efficiency models enable scale through automation.

As organisations accelerate their adoption of AI, competitive advantage will increasingly depend on deployment discipline rather than technological excess.

The ability to calibrate performance, cost and scale—rather than defaulting to the most powerful tools—will determine which businesses translate AI investment into sustained commercial impact.

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Kavango East launches private investment and youth enterprise development initiative

The Office of the Governor of Kavango East has launched a regional enterprise development and investment programme aimed at improving youth business participation, attracting private investment and accelerating industrial development in the region.

The initiative, known as the Kavango East Accelerator Programme, was formally launched in Rundu through a partnership between the Governor's Office and the Namibia Investment and Finance Academy (NIFA), which has been appointed as the implementing partner.

Hamunyera Hambyuka signed a Memorandum of Understanding together with two implementation annexures establishing the framework for the programme.

The initiative is aligned with Vision 2030, the Sixth National Development Plan and the National Youth Development Fund framework.

The programme will initially focus on three areas: improving Youth Fund readiness among young entrepreneurs, accelerating manufacturing and value-addition projects, and facilitating private

NIFA will oversee programme implementation, enterprise readiness support and investment facilitation under the strategic oversight of the Governor's Office.

sector investment into agriculture, enterprise infrastructure and education in the region.

Under the Youth Fund component, prospective applicants will receive support before, during and after the application process in an effort to address enterprise preparedness challenges that have affected the performance of the fund nationally.

The Manufacturing and Value Addition Acceleration Programme will target sectors including agro-processing, timber and wood processing, logistics and light manufacturing.

Hambyuka said the programme was aimed at ensuring development programmes deliver measurable outcomes in the region. "We are not prepared to allow Kavango East's Youth Fund allocation to become a statistic of underperformance. Our young people deserve better. Our region deserves better. What we sign today is a structured, accountable, and regionally owned effort to activate Kavango East's economic potential, designed to deliver visible, measurable outcomes within the Governor's custodianship," Hambyuka said.

He said the framework was specifically

designed around Kavango East's economic profile and development priorities rather than being a generic national programme.

Speaking on behalf of NIFA, Head of Business Development and Strategy Morris Kalunduka said the institution would be judged on delivery and measurable results.

"Being the implementing entity is not a title. It is a burden of proof. When the six-month report is due, it must reflect real enterprises, real assessments, and real outcomes, not activity reports dressed up as impact. That standard is what the Honourable Governor has the right to expect, what the young people of Kavango East deserve, and what NIFA is committed to delivering," Kalunduka said.

NIFA will oversee programme implementation, enterprise readiness support and investment facilitation under the strategic oversight of the Governor's Office. The implementation framework includes a 30-day inception and delivery plan as well as a six-month visible output commitment.

The signing ceremony was attended by representatives from government, the private sector, community leaders and the media.



Procurement, funding hurdles limit local participation in green hydrogen sector

Capacity constraints, limited access to finance and procurement barriers are threatening Namibian businesses' ability to fully participate in the country's emerging green hydrogen sector, according to discussions held during a supplier development workshop hosted by Hyphen Hydrogen Energy in Windhoek.

The workshop, organised together with AHK Southern Africa and GIZ Namibia, focused on identifying structural bottlenecks preventing local businesses from participating in large industrial and infrastructure projects.

The discussions come as Hyphen advances plans for Namibia's first large-

scale green hydrogen project under a Feasibility and Implementation Agreement with government.

The project carries a local procurement target of 30.6% of its estimated €10 billion capital expenditure, potentially creating opportunities for Namibian companies across renewable energy, logistics, manufacturing, civil infrastructure, operations, maintenance and related services.

However, workshop participants warned that weak enterprise scalability, financing constraints and procurement qualification requirements continue to limit local participation.

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The session brought together commercial banks, development finance institutions, government officials, enterprise and supplier development practitioners, and business support organisations.

Key issues discussed included enterprise bankability, procurement readiness, technical capability and coordination gaps across Namibia's supplier development ecosystem.

Earlier this year, Hyphen secured €300,000 in matched funding under the German government-backed H2Uppp initiative to support the development of its Enterprise and Supplier Development programme.

The initiative is aimed at strengthening long-term industrial capability and competitiveness within Namibia's wider green industrial economy.

Hyphen Senior Economic Development Manager responsible for Local Content and ESD, Johannes Shipepe, said local

content targets alone would not guarantee meaningful economic participation.

"Local content ambitions alone are not enough. If Namibia is to realise the socio-economic potential of green hydrogen fully, we must collectively understand where the real bottlenecks lie - whether in procurement design, access to finance, technical capability, or ecosystem coordination - and work collaboratively to address them," Shipepe said.

The workshop used the Hyphen project as a practical case study to generate recommendations that could also support Namibia's wider industrialisation and green energy ambitions.

The discussions reflect growing pressure on Namibia's green hydrogen sector to demonstrate that large-scale investments will translate into local business growth, skills development and long-term industrial capacity.

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