





## **FOREWORD**

### **HON. DR HAGE G. GEINGOB, MINISTER OF TRADE AND INDUSTRY**

It is with pleasure and a sense of satisfaction that I present you with the annual report of the Ministry of Trade and Industry, for the financial year 2011/12.

The report provides an account of the activities undertaken by the Ministry of Trade and Industry, during the year under review, in fulfilment of our assigned mandate and in keeping with our fiscal accountability as far as the national budgetary allocation from treasury is concerned.

The year under review has witnessed the world economy going through a tumultuous period of time, however, Namibia continued to maintain its re-known peace and stability, thus contributing to a conducive environment for economic activities to successfully take place. This is as a result of the strong political will, which focused on economic growth, spearheaded by the Ministry of Trade and Industry as the chief custodian of trade and industry in Namibia. Consequently, various independent international bodies such as the World Economic Forum *Global Competitive Report* and that of the World Bank have consistently given Namibia fair and positive rankings in various sectors.

However, certain shortcomings were also highlighted in these global reports, and are now being addressed. In this regard, the Namibian Government has endeavoured to create a business friendly environment with the foresight that this will allow the country to become a hotbed for growth and development which will eventually lead toward realising Vision 2030.

It is worth noting that Namibia assumed the SADC Chairmanship in August 2010, and after a successful hive of activities, handed over the Chairmanship to its successor, the Angola on 17<sup>th</sup> August 2011. During Namibia's successful tenure, a number of areas of strategic importance were identified namely; enhancing coordination and accountability; enhancing public participation in SADC processes; enhancing SADC's Common Regional Identity; enhancing the capacity and efficiency of the Secretariat; and reducing dependency on external funding. As Chairperson of SADC, His Excellency President Hifikepunye Pohamba led SADC mission to Beijing, China to attend the China-SADC Trade and Economic Forum. His Excellency President Pohamba also attended the Africa Business Forum in London, United Kingdom.

In partnership with the Commonwealth Business Council (CBC), the Ministry of Trade and Industry, successfully hosted the Namibia International Investment Forum (NIIF) on 29-30 November 2011, in Windhoek. The NIIF was attended by more than 500 international, regional and local participants, and was hailed by many as the best ever CBC International Forum. While, the NIIF was underway, the first ever "Made in Namibia Expo" took place, concurrently with the International Investment Forum. A total of 134 SMEs from all 13 regions of Namibia and 22 corporate businesses participated at this Expo, which was organised by the Ministry of Trade and Industry in partnership with the Namibian Manufacturing Association (NMA) and the Namibia Chamber of Commerce and Industry (NCCI).

I am pleased to report that the Industrial Policy of Namibia has been developed and was approved by Cabinet recently. It is now ready for tabling in Parliament. The policy in a nutshell, outlines the broad principles and parameters to guide our long term industrialization drive, and sets among others guidelines for the role of the State in industrialisation as well as the expected role of the stakeholders. In the same vein, I am further delighted to report that the reviewed Namibian Investment law is ready for tabling to Cabinet, and immediately thereafter will make its way to Parliament. This law is geared to replace the current Foreign Investment Act, and will inter alia address domestic investors and black economic empowerment.

The long awaited SME Bank has become a reality, with the finalisation of the shareholders agreement and subsequent appointment of members of its Board of Directors, following Cabinet approval in this regard. The bank's headquarters in

Windhoek are currently under construction, following the foundation stone-laying, which took place on Monday, 13<sup>th</sup> February 2012. Upon completion of its headquarters, business will commence in earnest. The roll-out to other regions will follow soon, with initial branches earmarked for strategically in towns in the north, west, south and the east parts of the country.

I am proud to share with you that the Equipment Aid Scheme, which identifies various factors that constrain the effective growth and development of the micro, small and medium scale enterprises in the country, has experienced an exponential growth, considering the number of applications received. The overall objective of the Equipment Aid Scheme is to reduce the cost of business set-up, operation, expansion and output of SMEs through the provision of production equipment and machinery. This intervention has improved the quality of life of the beneficiaries, products and services of many SMEs country-wide, thus reducing the level of unemployment. About 626 SMEs have benefitted from this programme, resulting in the creation of 912 jobs during the year under review. The expenditure for the programme during the financial year amounted to N\$ 44.2 million.

As further support towards small business development, the Ministry of Trade and Industry through its implementing agency, the Namibia Development Corporation (NDC) have successfully built business premises at Katima Mulilo, Rundu, Okongo, Okalongo and Okakarara, respectively.

Furthermore, business registration is going through a process of re-engineering, developing an in-house build computerised system - the Integrated Company Registration System (ICRS), linked to all MTI regional offices to enhance efficient service delivery.

One of the challenges during the 2011/12 financial year was the review of the decision of the Namibia Competition Commission on the merger of Wal-Mart Incorporated and Massmart Holdings Limited. The merger was approved, however, subject to a number of amended conditions. These conditions form part of the approval and are as follows: no retrenchment for a period of two years, honouring of existing labour agreements, as well as consultations with the Minister of Trade and Industry, regarding the establishment of a programme of activities for domestic supplier development.

In conclusion, I am happy to report that the interactive web-site of the Ministry of Trade and Industry is operational. You are welcome to browse through. I wish you happy reading and hope you will find this report informative and resourceful.

**HAGE G. GEINGOB, MP**  
**MINISTER OF TRADE AND INDUSTRY**



**THE MINISTER, DEPUTY MINISTER AND THEIR STAFF AT THE FIRST MINISTERIAL MEETING OF 2012**

## ***VISION***

*To be the leading Ministry in the drive towards industrialization, the realization of an export-driven economy and making Namibia a preferred FDI destination in order to achieve increased and sustainable economic benefits and employment for Namibians and international competitiveness*

## ***MISSION***

*To create an enabling environment for increased domestic and foreign direct investment, trade and industrial development, and to position and safeguard the interest of Namibia in the regional and global economy*

## **1. INVESTMENT PROMOTION AND FACILITATION**

The Ministry of Trade and Industry is the lead institution of Government in the facilitation of investment promotion and the attraction of foreign investment. In that regard the Ministry has been closely involved during Namibia's SADC chairmanship (2010/2011) in promoting the southern African region and Namibia specifically as a favourable investment destination. The Ministry in 2011 coordinated Namibia's participation in the Africa Business Forum in London, United Kingdom (also Namibia's role as the chair of SADC), as well as the Commonwealth Business Forum and Commonwealth Heads of State meeting in Perth, Australia. The year's investment promotion activities culminated in the Namibia International Investment Forum in November, 2011.

### **1.1 The Namibia International Investment Forum**

The Ministry in partnership with the Commonwealth Business Council (CBC) hosted the Namibia International Investment Forum (NIIF) at the Safari Hotel Conferencing Centre in Windhoek from November 29-30, 2011. The NIIF was officially opened by H.E. President Hifikepunye Pohamba, and profiled Namibia's national trade and investment in the sectors of agriculture, energy, mining and natural resources, transport infrastructure and tourism. Furthermore, the Forum provided a unique opportunity for regional and international investors to discover Namibia's investment potential and investors had the opportunity to directly engage with senior Government officials and business leaders. Concurrently held with the NIIF was the first "Made in Namibia Expo", which featured Namibian entrepreneurs and their products.



**INAUGURAL SESSION OF THE NAMIBIA INTERNATIONAL INVESTMENT FORUM**



The NIIF also hosted the Namibia Business Awards 2011, which honoured local and foreign companies in various categories. The categories and winners were:

**Category: Business Leader of the Year**

Mr Johannes !Gawaxab (Old Mutual Group)

**Category: Domestic Investor of the year**

United Africa Group

**Category: Innovation Company of the year**

MobiPay

**Category: Best Corporate Responsible Company of the year**

Mobile Telecommunication

**Category: Entrepreneur of the year**

Mr. Michael Iyambo (Oshikoto Fresh Produce)

**Category: Foreign Investor of the Year**

Ohorongo Cement

**Category: Life Time Achievement**

Dr. Frans Indongo (Frans Indongo Group (Pty) Ltd), Mr. Sven Thieme (Ohlthaver & List Group), Mr. Harold Pupkewitz (Pupkewitz Holdings)



**ONE OF THE AWARDS GIVEN AT THE BUSINESS AWARD CEREMONY**

In preparation of the NIIF the Ministry re-launched its new and improved web site supplying information on the Forum as well as Namibia in general. The NIIF has been very successful and around 500 people, including visiting Ministers responsible for trade and investment, foreign investors and local companies participated.



**PANEL DISCUSSION DURING THE NIIF**

## **1.2 Regulation of Investment**

Work continued in 2011-12 on the drafting of a new investment law, with the assistance of the International Institute for Sustainable Development (IISD). The finalisation of this bill is expected during the first half of 2012. The bill will clarify and strengthen a number of provisions concerning both foreign and domestic investment and thus update Namibia's regulatory regime for investment that had been in place since Independence. Input from other stakeholders such as other Ministries and the business community were obtained as part of this process.

## **1.3 Investment Facilitation**

During 2011/2012, the Ministry facilitated foreign direct investments (FDI) into the country in the sectors such as mining and exploration, tourism and hospitality, manufacturing and film and entertainment with a combined investment capital value of approximately N\$ 568 million. These investments created 848 direct jobs. The



table below indicates the value of investment and employment committed to and achieved as a result of work permits granted to foreign investors, who have been admitted into the country with the facilitative assistance of the Ministry's Namibian Investment Centre during 2011.

<b>Sector</b>	<b>Amount invested (N\$)</b>	<b>Employment created</b>
Agriculture	5,800,000	47
Manufacturing	82,626,000	269
Construction	37,340,000	98
Mining and Exploration	177,300,000	38
Tourism and Hospitality	156,084,971	65
Import and Export	10,400,000	45
Retail	4,857,061	8
Services	41,495,827	160
Energy	1,000,000	20
Motor vehicle parts and assembly	3,500,000	9
Textiles	7,900,000	18
Real Estate	8,255,938	30
Film and Entertainment	31,000,000	41
<b>TOTAL</b>	<b>567,559,797</b>	<b>848</b>

#### **1.4 Status Investment Certification**

As an incentive, the Foreign Investment Act, 1990 (as amended) provides for the issuance of Status of Investment Certificates to foreign investors who have invested in the country amounts above N\$2 million. The table below shows information on investment made and granted such certification during the period under review.

<b>Company</b>	<b>Applicant</b>	<b>Amount (N\$)</b>	<b>Country of origin</b>
Namib Lodge Company (Pty) Ltd	Mr. R. Koepp	14,000,000	South Africa
Energy For the Future (Pty) Ltd	Schwenk Industries (Pty) Ltd	14,900,000	Germany

### 1.5 Project Profiling and Packaging

During the year 2011, the Ministry's Namibia Investment Centre updated its inventory of available investment projects list for promotional campaigns. Investment proposals were obtained through responses to media advertisements and targeting private and other project promoters. The table below illustrates the number of projects profiled by sector to date.

<b>Sector</b>	<b>Number of projects</b>
Agri-Business	17
Aquaculture	4
Energy	6
Infrastructure	13
Manufacturing	18
Mining	16
Services	13
Tourism	17
<b>TOTAL</b>	<b>104</b>

## **1.6 Investor Aftercare**

As part of the investor aftercare services the Ministry undertakes regular visits to the various regions in order to assess companies on their progress made, the current working environment, as well as possible additional facilitation required. During the period under review investments in two regions in particular were reviewed, as outlined in the table below.

<b>Region</b>	<b>Number of companies visited</b>	<b>Total investment amount by companies</b>	<b>Employment created by companies</b>
Khomas	63	N\$ 699,700, 000	1,407
Erongo	55	N\$ 390,072, 005	527

## **1.7 Inward business missions**

Overall, the Ministry facilitated and hosted a number of inward trade and investment partnership-seeking and exploratory missions from countries such as India, United States of America, Germany, Poland, Turkey, Ghana and Zimbabwe.

## **1.8 Outward Business Missions**

The Minister and/or the Deputy Minister led a number of outward trade and investment promotion and partnership-seeking missions from Namibia to countries such as Angola, China, Turkey, South Africa, Tanzania, United States of America, the United Arab Emirates, the United Kingdom (Africa Business Forum), Australia (Commonwealth Business Forum), Italy and Spain.

Such missions are informed by the country's general investment and trade aspirations and the specific interests of the local business community. In this regard, the Ministry of Trade and Industry works in partnership with the Namibia Chamber of Commerce and Industry (NCCI) and other stakeholders, and the delegations comprised public and private sector representatives. The feedback from the private sector is that such missions have provided valuable exposure to the participants, particularly the more recently established and smaller companies, and have opened

opportunities for them to forge joint venture partnerships or to secure new markets for their products and sources of imported capital goods and products. In this connection, it can be said that this support by the Government is helping local entrepreneurs to explore and develop alternative market and sourcing opportunities away from or in addition to the existing or traditional markets and import sources.

## **2. INTERNATIONAL TRADE AND EXPORT DEVELOPMENT AND PROMOTION**

The Ministry through the Directorate of International Trade is the national focal point for Namibia's international trade and external trade relations. Its main activities are geared towards the formulation and the management of Namibia's foreign trade policy, and towards increasing the country's exports through trade promotion. The Ministry oversees Namibia's membership of regional and international trade bodies; assist and facilitate the participation of Namibian companies in trade fairs, exhibitions and trade missions; facilitate and regulate import and export of goods; and provide information on trade-related issues. The Ministry was engaged in the following major activities during 2011/2012 period.



**CII PARTNERSHIP SUMMIT IN INDIA: DR GEINGOB AND HIS INDIAN COUNTERPART, MR ANAND SHARMA**

### **2.1 Trade Negotiations**

The Ministry continued to coordinate and support the activities of national negotiating teams in trade negotiations at regional and multilateral level. Specifically, the Ministry

has been engaged with the ongoing negotiations for the SADC–EC Economic Partnership Agreement (EPA), the SADC Customs Union, the COMESA-EAC-SADC Tripartite Free Trade Area, the SACU-USA Trade and Investment Development Cooperation Agreement (TIDCA), the SACU-India Preferential Trade Agreement (PTA) and the WTO Doha trade negotiations. In this regard, the Ministry has organised consultations at national level and also participated in several meetings at regional level in preparation for negotiations. The Ministry also facilitated bilateral meetings between Namibia and the European Commission on fisheries-related issues concerning proposed rules of origin and measures concerning third country vessels operating in Namibia’s Exclusive Economic Zone (EEZ), and other issues of concern to Namibia.

## **2.2 SADC Chairmanship**

Namibia assumed the SADC Chairmanship in August 2010 and handed over the Chairmanship to its successor Angola on August 17, 2011. During Namibia’s Chairmanship, a number of areas of strategic importance were identified, namely; enhancing coordination and accountability; enhancing public participation in SADC processes; enhancing SADC’s Common Regional Identity; enhancing the capacity and efficiency of the Secretariat; and reducing dependency on external funding. Addressing these capacity limitations will improve the delivery of SADC’s Programme of Action and the achievement of the regional integration objectives.



**MINISTER GEINGOB AS CHAIRPERSON OF THE SADC COUNCIL OF MINISTERS WITH DR. TOMAZ A. SALOMÃO, EXECUTIVE SECRETARY**



The Ministry facilitated the hosting by Namibia of a number of SADC meetings such as the annual SADC Summit, an Extra-ordinary Summit, meetings of the Council of Ministers, Committee of Ministers of Trade, and Ministerial Task Force on Regional Economic Integration; as well as the hosting of SADC trade and investment forums held in Beijing, China, and London, United Kingdom, during Namibia's Chairmanship of SADC

### **2.3 Implementation and consolidation of the SADC Free Trade Area**

Progress has been made in the integration of the regional economies and markets through the SADC Free Trade Area, which was launched in August 2008. The visible benefit of this integration measure is that it provides investors and traders in the SADC region and from abroad access to an enlarged regional market of a combined gross domestic product (GDP) close to US\$ 450 billion and a population of more than 250 million people. During the period under review (2011/2012), most SADC Member States implemented their tariff phase down commitments and a control mechanism has been established with the aim to eliminate the non-tariff barriers to trade.

### **2.4 Negotiation on the SADC Customs Union**

Even though the realization of the SADC Customs Union goal remains a challenge, a High Level Expert Group (HLEG) on the SADC Customs Union was established by the Ministerial Task Force on Regional Economic Integration to refine the work of the Technical Working Groups and make recommendations on the parameters of the future Customs Union, its benchmarks and milestones, and the modalities for its implementation. During 2011, the HLEG has met three times and has prepared a paper on the SADC Customs Union for consideration and approval by the Ministerial Task Force on Regional Economic Integration. This paper proposes, amongst others, the appropriate roadmap for a Customs Union establishment.

### **2.5 SADC- EAC- COMESA Tripartite FTA**

In June 2011, Namibia chaired the 2<sup>nd</sup> Tripartite Summit which was held in Johannesburg, South Africa. The Tripartite Summit adopted negotiating principles, processes and the Institutional Framework to oversee the negotiations, a roadmap for establishing the Tripartite FTA, as well as signed a Declaration launching the negotiations towards a Tripartite Free Trade Area. A Tripartite Task Force has been established to coordinate discussions and negotiating mechanisms amongst members of the three Regional Economic Communities. The negotiations are planned to start in 2012 and to be completed within three years time.

## **2.6 SACU and Third Parties Negotiations**

The Ministry continues maintaining trade relations with SACU Member States and also between SACU and third parties. At SACU level, the issues that dominated the SACU agenda for the period under review are the operationalization of the Common Negotiating Mechanism as provided for under Article 31 of the 2002 SACU Agreement; discussions on trade data limitations among SACU Member States, and the SACU Industrial Development Policy.

With regard to SACU trade negotiations with third parties, the Ministry participated in meetings and carried out work related to the SACU-USA Trade and Investment Development Cooperation Agreement (TIDCA) which SACU countries signed with the USA in 2004. The Negotiations on the SACU-USA TIDCA at the moment is concentrated on four main issues, which are Sanitary and Phytosanitary (SPS) measures, Technical Barrier to Trade (TBT), customs procedures, trade and investment issues. The Ministry has been engaged with the SACU-India negotiations for a Preferential Trade Agreement (PTA), which recorded little progress despite the timeline drawn up at the beginning of 2011. The main disagreement in this process relates to the issue of trade data exchange. Namibia being the SACU coordinator and chief negotiator has been in contact with its counterpart on the Indian side to resolve the impasse.

## **2.7 Bilateral Trade Relations**

During the review period, the Ministry participated in several bilateral engagements with a number of countries in the context of Joint Commissions of Cooperation coordinated by the Ministry of Foreign Affairs. These include the Joint Commission of Cooperation meetings between Namibia and Botswana, Brazil, the Democratic Republic of Congo, Republic of Congo and Zimbabwe. The objective for the establishment of these frameworks is to enhance Namibia's economic diplomacy and promote bilateral cooperation in areas of mutual interests, including in the areas of trade, industry and investment.

The Ministry also represented Namibia at the 10<sup>th</sup> AGOA Forum in Lusaka, Zambia. This Forum serves as an interactive platform for dialogue amongst the representatives of Government, private sector and civil society from the United States of America (USA) and sub-Saharan African countries. The participation in the 10<sup>th</sup> AGOA Forum gave Namibia an opportunity to lobby the USA to review and certify Namibian products to be exported to the USA. These include certification of meat, review of standards applying to table grapes and the review of rules of origin requirements for fish. It is anticipated that the certification of meat exports to the USA

will be approved by the end of 2012. At the 10<sup>th</sup> AGOA Forum, the USA also agreed to extend the third country fabric rule, applying to the textile industry, from 2012 to 2015. This will give Namibia a chance to re-organise its textile industry and attract investors in this sector to make use of the USA market under the AGOA scheme.

Namibia also encountered some challenges in other regional export markets like Angola, whereby the latter introduced an import permit system to very few selected importers on products like cement and fish, ostensibly to promote the development of these nascent industries in Angola. These introduced trade measures resulted in loss of sales to Namibian companies like Ohorongo Cement which initially exported substantial amounts of its production to the Angolan market. In order to resolve the situation, the Honourable Minister of Trade and Industry has met with his Angolan counterpart to resolve the issue as a matter of urgency in 2012.

## **2.8 WTO Doha Development Agenda Negotiations**

The year 2011 was deemed to present a new window of opportunity for the conclusion of the Doha round of trade negotiations under the WTO. The Ministry was therefore engaged in preparations both at national and regional level that fed into the Doha Development Agenda (DDA) negotiations. At the national level, the Ministry held consultations with key stakeholders such as the Ministries of Agriculture, Water and Forestry; Finance and Fisheries and Marine Resources; Namibia Agricultural Trade Forum; Namibia Chamber of Commerce and Industry; Namibia Manufacturers Association; Agronomic Board; Meat Board Namibia; and others. The exercise was undertaken to formulate Namibia's sensitive list both in Agricultural and Non-agricultural Market Access (NAMA) that needed to be shielded from further market liberalization under the WTO Doha negotiations. Despite all the efforts, the conclusion of the DDA has again stalled in 2011. Negotiations are still ongoing.

## **2.9 Made in Namibia Expo**

The Ministry in partnership with the Namibia Manufacturers Association (NMA) and the Namibia Chamber of Commerce and Industry (NCCI) hosted the first ever "Made in Namibia Expo" which ran concurrently with the Namibia International Investment Conference from 29 November to 02 December 2011. A total of 134 SMEs from all the 13 political regions of Namibia and 22 corporate businesses participated at this highly successful Expo. Exhibitors were selected with the assistance of the Namibia Chamber of Commerce and Industry and Regional Councils as well as Town Councils. The Ministry, in partnership with the Namibia Business Innovation Centre of the Polytechnic of Namibia, the Development Bank of Namibia and the Ministry of Finance provided the exhibitors with information on services available that may assist them to grow their businesses and improve their products.



**TRAINING WORKSHOP HELD FOR EXHIBITORS AT THE MADE IN NAMIBIA EXPO**



**OPENING OF THE MADE IN NAMIBIA EXPO BY H.E. HIFIKEPUNYE POHAMBA, PRESIDENT OF THE REPUBLIC OF NAMIBIA**





**H.E. THE PRESIDENT AND THE MINISTER OF TRADE AND INDUSTRY AT THE  
MADE IN NAMIBIA EXPO**



**ONE OF THE 134 SME EXHIBITORS AT THE EXPO**





**AN EXHIBITOR FROM THE CAPRIVI REGION WITH HER PRODUCT AND RAW MATERIALS**



**AN EXHIBITOR FROM THE KUNENE REGION**



**ONE OF THE EXHIBITORS AT THE FIRST MADE IN NAMIBIA EXPO RECEIVING AN AWARD**

### **2.11 Other Trade Facilitation Measures**

Trade fairs and exhibitions are important means of exposing local businesses to markets as well as to enable them to forge mutually beneficial business and trade linkages locally and internationally.

During the period under review, the Ministry facilitated and supported a number of local companies and entrepreneurs to participate in fairs and exhibitions at home and abroad. During 2011/12 period, a total of 288 companies and entrepreneurs, especially small businesses, have benefited from the Ministry's Export Marketing Assistance programme (EMAP) for manufacturers and exporters to the extent of over N\$ 4.5 million in terms of participation and sponsorship.

As part of the Trade Facilitation programme, a National Steering Committee comprising of both private and public sector stakeholders was established during the period under review. So far the Committee has organised one national workshop which drew up a work programme listing all the activities that the Committee will oversee during 2011/2012.



**VISITORS TO THE STAND OF THE MINISTRY OF TRADE AND INDUSTRY AT  
THE ONGWEDIVA TRADE FAIR**





**H.E. ROBERT MUGABE PRESIDENT OF THE REPUBLIC OF ZIMBABWE  
VISITING A NAMIBIAN EXHIBITION AT THE ZIMBABWE INTERNATIONAL  
TRADE FAIR**

### **3. PROMOTION OF COMMERCE AND COMPETITION IN THE DOMESTIC ECONOMY**

#### **3.1 Business and Intellectual Property Rights Registration**

The most pressing priority under this activity is to expedite the processing of applications of names for new companies and close corporations, registration of companies and close corporations, as well as intellectual property rights. All Regional MTI Offices, the Namibia Chamber of Commerce and Industry (NCCI) and its regional branches, the Regional Councils, and the Local Authority Councils have been provided with hard and soft copies of all forms required for the registration of businesses and industrial property rights.

Training was conducted from the 4 April to the 21 June 2011 in all the regions and it was attended by all MTI regional based staff members, Officials from Regional and Local Councils, the NCCI and some SMEs. Other initiatives include the re-engineering of business registration through an in house build computerized system called the Integrated Company Registration System (ICRS). This system is now being linked to MTI regional offices through the provision of the state of the art

hardware capable of using the ICRS; this will enhance efficient service delivery to citizen. An Integrated Mobile Messaging Platform (SMS gateway) to assist clients to make inquiries via text message, regarding the progress of their application forms, and to be able to receive feedback is being developed and this services is expected to be available to clients by April 2012.

The Business and Intellectual Property Authority (BIPA) has been established and is registered as a Section 21 Company, as per Cabinet decision no. 2<sup>nd</sup>/28.04.10/004. Enabling legislation is being drafted that will enable BIPA to be established as a statutory body through an Act of Parliament with the objective to provide for the establishment of an autonomous body, to administer and register businesses and Intellectual Property Rights (IPR) and will be responsible for the implementation of the Companies Act, the Close Corporation Act, the Industrial Property Act and the Copyright and Neighbouring Rights Act. It will also be responsible for emerging issues related to IPR such as Genetic Resources, Traditional Knowledge, Traditional Cultural Expressions and Folklore, Biotechnology and Benefit Sharing Mechanisms and support services to industry and relevant bodies.

The table below shows the total number of companies, defensive names/sole proprietorships and close corporations that have been registered during the 2011/2012 period.

<b>Period</b>	<b>Companies</b>	<b>Defensive Names/Sole Proprietorship</b>	<b>Close Corporations</b>	<b>Total Registrations</b>
2011/12	835	8,312	6,379	<b>15,526</b>

## **3.2 Domestic Market Competitiveness and Consumer Protection**

### **3.2.1 Domestic Market Competitiveness**

The single most important issue in the field of the regulation of competition during 2001/2012 was the review of the decision of the Namibia Competition Commission on the merger of Wal-Mart Stores Incorporated and Massmart Holdings Limited. The merger of these two international retail firms was approved by the Minister on 5 March 2012 subject to a number of amended conditions. These conditions form part of the approval and are as follows: no retrenchments for a period of two years, honouring of existing labour agreements, as well as consultation with the Minister of





**MINISTER GEINGOB ANNOUNCING HIS DETERMINATION ON THE  
MERGER BETWEEN WAL-MART AND MASSMART AT A MEDIA  
CONFERENCE ON 5 MARCH 2012**

Trade and Industry regarding the establishment of a programme of activities for domestic supplier development.

The Namibia Competition Commission as the specialized regulatory body under the Ministry in the field of competition is in full operation with 20 staff members. It has completed assessments and determinations of over 100 mergers and has started to investigations in 15 cases on restrictive business practices. The Commission in addition has also done the following:

- Finalised and signed MOUs with Bank of Namibia (BoN), Communications Regulatory Authority of Namibia (CRAN) and Namport.
- Developed its strategic plan and finalised a draft inaugural annual report for consideration to the Ministry.
- Finalised a study of merger thresholds.
- Created a Research Division to assist the Commission with developing and implementing its research and development agenda.
- Finalised a study on the link between consumer protection and competition policy and law.
- Finalised a research study on ascertaining relevance of franchising to competition policy and law.

### **3.2.2 Consumer Protection and Internal Market Regulation**

This sub-programme was created with the objective to promote and advance the socio-economic welfare of consumers by initiating and facilitating the development and adoption of a legal framework. The framework promotes the maintenance of a consumer market that is fair, accessible, efficient, sustainable and responsible for consumers generally. Activities will include undertaking awareness and information dissemination campaigns, encouraging responsible and informed consumer choice and behaviour, ensuring compliance with regional and international treaties and conventions, as well as to provide a legal framework. The Ministry is working in collaboration with the Namibia Law Reform Commission to develop a consumer protection bill.

The Ministry as part of its obligations as the lead agency responsible for the implementation of the Chemical Weapons Convention, has also commenced the process of drafting national legislation that would facilitate the implementation of all obligations under this Convention.

### **3.3 Standards and Quality Assurance**

The Namibia Standards Institute (NSI), through financial and technical cooperation, as well as support from the Ministry and development cooperation partners, is in the process of setting up the regulatory framework for frontier and market surveillance. This framework will curb the influx of products that do not meet the country's quality and safety requirements in the interests of the Namibian citizens.

The Weights and Measures function has also been transferred to the NSI in April 2011 and the unit is fully functional under the Metrology division of the NSI. Furthermore, a new Metrology Act based on the SADC Model Metrology Law will be developed by the NSI in close consultation with the Department of Commerce in the Ministry.

## **4. INDUSTRIAL POLICY, PLANNING AND DEVELOPMENT**

The Ministry is mandated to spearhead industrial development in the country and it does this through the formulation of appropriate industrial policies programmes and strategies in line with National Development Plans (NDPs) and Vision 2030. Skills development and vocational skills in particular, have been proved to be critical in enhancing economic growth, improve competitiveness, stimulate entrepreneurial

spirit and investment, broaden the industrial base and further create employment. The major programmes of the Ministry on industrial development are given below.

#### **4.1 Industrial Policy and IP Implementation and Strategic Framework**

An Industrial Policy for Namibia has been developed and approved by Cabinet. The Industrial Policy outlines the broad principles and parameters that will guide our industrialization efforts over the long-term. It sets among others guidelines for the role of the State in industrialization as well the expected role of other stakeholders, including the private sector, organized labour and civil society in our quest to become an industrialized nation by 2030. It reflects on principles regarding issues such as: incentives for industrialization; industrialization and small business development; financing for industrialization; regional integration and industrialization; innovation, research and development and industrialization; skills and industrialization; policy coordination; and monitoring and evaluation.

Furthermore, the Industrial Policy Implementation and Strategic Framework are in its advanced stage. The Framework is expected to be completed before the end of the 2011/2012 financial year and ready for implementation under NDP4.

#### **4.2 Research on resource potential**

The Ministry has initiated a project to conduct research on regional resource and industrial development opportunities. The project will aim to:

- help identify the resource potentials of each region as a first step towards committing the resource to development;
- create the conditions for decentralizing development functions-cum-responsibilities and for empowering people to take self-reliant local initiatives and strategies for development;
- help identify prevailing socio-economic problems/needs facing communities and forms the basis for impacting remedial measures;
- set the conditions for sustainability of development by rooting it in the resource potentials of each region;
- generate results that form the basis for regional specialization in production and gives rise to inter-regional economic interactions for better spatial flow of income and resulting inter-regional equity;
- Identify resources for exploitation but also for conservation and expansion;
- help identify areas of industrial/economic activities with greater linkage effects; and
- become the basis for formulating enabling strategies towards more regionally balanced industrial development.

The preliminary surveys for the study have been carried out in the Karas and Hardap regions respectively. Consultations with the regional and local stakeholders in the two regions were also completed. Task force teams have been identified from the two regions and training on the technical aspects of the study will be conducted during April 2012.

#### **4.3 Industrial Upgrading Modernization Programme (IUMP)**

An Industrial Upgrading Modernization Programme (IUMP) has been established as a regional initiative under SADC. The Namibian IUMP component was developed to improve supply side capacity, thereby enhancing production efficiency and competitiveness at firm level in order to facilitate our business community's participation in national, regional and international markets. During the year under review, the IUMP steering committee was formed, consisting of twelve committee members drawn from the public, private and financial sectors in Namibia. The steering committee members received capacity building in terms of the management of the National IUMP. A study tour was also held for the National steering committee members to Tunisia, to learn best practices in implementing IUMP. Tunisia is hailed as having the best IUMP implementation in Africa. The remaining activities taking us into the new financial year are the equipping of the National Upgrading Office, the operationalization of the IUMP website, the launch of the IUMP programme in Namibia and commencing the pilot phase of implementation.



**MINISTER GEINGOB WITH OTHER DIGNITARIES AT THE INAUGURATION OF NEW PRODUCTION FACILITIES OF THE NAMIBIA BREWERIES**

#### **4.5 Industrial Statistics**

The primary responsibility of the Ministry regarding industrial statistics is to engage in the production of national industrial statistics and conduct regular censuses and surveys of the manufacturing sector. During the current reporting period, the statistics division has been involved in a number of activities, and the following are the major achievements:

- The Industrial Statistic database that was developed with the aim of capturing information obtained during the 2009 National Enterprise/Establishment Census has been finalised and it is now functional. Information can be kept safe and can be retrieved easily upon request.
- The 2009 National Enterprise/Establishment Census draft report is in its final stage with only few technicalities being sorted out. The report, which will be of a positive impact to many institutions and the public at large, is expected to be available before the end of this financial year.
- A total of eight businesses were visited and recommended to the Ministry of Finance for manufacturing incentives which are granted to stimulate the manufacturing process in Namibia. The granting of manufacturing incentives helps to stimulates economic growth and employment creation in the country.

#### **4.6 Improving access to affordable financing through the SME Bank**

Preparations to establish the SME bank are at an advanced stage. The Bank is expected to be in operation during the first half of 2012. The foundation stone laying for the SME Bank took place on February 13, 2012 and was performed by the Honourable Minister of Trade and Industry. The objective of the Bank is to provide affordable access to financing for business development, especially in the SME sector. It is anticipated that the Bank will commence operations in mid-2012. Its establishment will significantly expand the financial services available to small businesses.

#### **4.7 Bridging skills gaps through supporting apprenticeships**

The Ministry has initiated a project aimed at bridging the gap between theoretical knowledge and the actual skills required by employers, through apprenticeships. Consultative meetings with various industries, vocational institutions and the general education sector are currently underway and once the planning and consultation process has been concluded, this project is expected to commence, on a pilot basis, at the beginning of 2012/13 financial year.

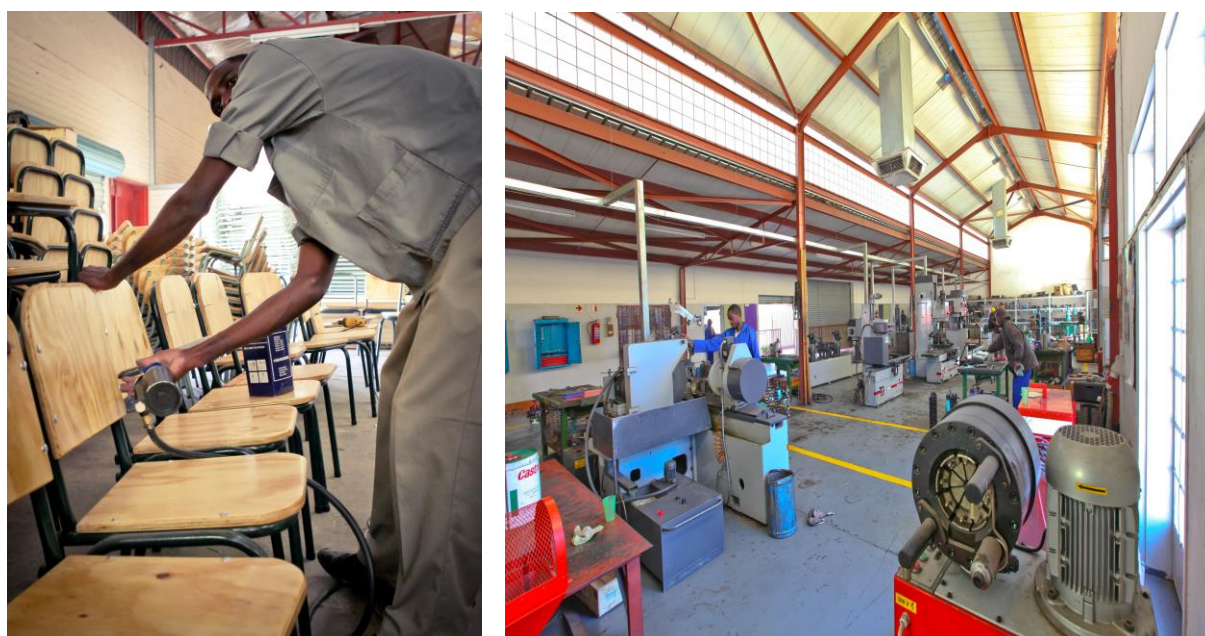


## **5. BUSINESS AND ENTREPRENEURIAL DEVELOPMENT AND PROMOTION**

The purpose of this programme is to support the development of new entrepreneurs and the establishment of new businesses, and to make the SME sector more competitive through amongst others the acquisition of technology and affordable business premises.

### **5.1 Equipment Aid Scheme**

This scheme is designed to create an environment for self employment; strengthen capacities of SME entrepreneurs as well SME service providers; and develop entrepreneurial spirit and skills through technology acquisition. The scheme targets SMEs in all thirteen regions, primarily in the manufacturing sector. To support the graduation of SMES and other small business into the economic mainstream additional support is provided to established businesses that are already in operation at the level of producing goods and services that might need further product development diversification to improve the quality of their goods and services, as well as to increase their production and clientele. These are labelled as business “Champions” by the Ministry in order to cultivate entrepreneurship throughout the country and create confidence in business development despite the many risks and challenges that new enterprises face. The Ministry aims to support at least one champion per each region who are either mainly focusing on manufacturing and adding value to natural resources.



**BENEFICIARIES OF THE EQUIPMENT AID SCHEME HARD AT WORK**

The tables below give detail of allocations in the current year to both SMEs as well as business Champions, per region.

# **SUMMARY OF ALLOCATIONS PER REGION FOR SMEs FOR THE FINANCIAL YEAR 2011/2012**

REGION	NUMBER OF BENEFICIARIES	VALUE OF EQUIPMENT PURCHASED PER REGION (N\$)	NUMBER OF JOBS CREATED
Caprivi	25	1,541,154	26
Erongo	35	2,172,428	20
Hardap	55	2,688,649	62
Karas	33	1,770,166	23
Kavango	25	1,594,819	40
Khomas	93	6,500,190	226
Kunene	24	1,540,697	15
Ohangwena	61	3,483,981	25
Omaheke	36	1,480,447	17
Omusati	69	3,415,514	39
Oshana	45	2,048,818	25
Oshikoto	56	3,119,422	99
Otjozondjupa	57	2,505,446	20
<b>GRAND TOTAL</b>	<b>614</b>	<b>33,861,731</b>	<b>637</b>

Thus, since inception in 2009/2010, a total of 413 SMEs have been assisted with equipment at a total investment cost of N\$41.8 million, resulting in a total of 1,675 jobs created through this intervention.



**SOME OF THE PRODUCTS MANUFACTURED THROUGH EQUIPMENT  
SUPPLIED BY THE MINISTRY**



**SOME OF THE PRODUCTS MANUFACTURED THROUGH EQUIPMENT  
SUPPLIED BY THE MINISTRY**



**AT WORK WITH TOOLS AND MACHINERY PROVIDED THROUGH THE  
EQUIPMENT AID SCHEME**



## SUMMARY OF ALLOCATIONS PER REGION FOR CHAMPIONS FOR THE FINANCIAL YEAR 2011/2012

REGION (CHAMPIONS)	NUMBER OF APPLICATIONS APPROVED	VALUE OF EQUIPMENT TO BE PURCHASED/ REGION, N\$	CURRENT EMPLOYMENT CREATED	NUMBER OF JOBS TO BE CREATED
Caprivi Region	1	714,464	5	15
Erongo Region	1	970,000	12	5
Hardap Region	2	1,147,788	(12+15) 27	(5+10) 15
Karas Region	1	1,178,589	71	10
Kavango Region	1	252,180	3	12
Khomas Region	2	1,575,698	(6+25) 31	(3+11) 14
Omahake Region	1	959,975	5	21
Oshana Region	1	1,726,305	36	10
Oshikoto Region	1	994,300	55	83
Otjozondjupa Region	1	874,440	30	40
<b>GRAND TOTAL</b>	<b>12</b>	<b>10,393,739</b>	<b>275</b>	<b>225</b>



**HANDING OVER CEREMONY OF EQUIPMENT FOR OSHIKOTO FRESH PRODUCE, ONE OF THE FIRST REGIONAL CHAMPIONS TO BE SUPPORTED**



## AN EXEMPLARY ENTREPRENEUR IN THE MANUFACTURING INDUSTRY

### 5.2 Sites and Premises development programme

The purpose of this programme is to promote and facilitate industrialisation in the country in terms of economic activities, manufacturing and value addition, as well as construction of industrial parks, community markets and common facility centres. These facilities are made available to business operators especially SMEs at an affordable rental charge. The types of facilities developed include community markets, SME parks and business centres (hubs).

The table below lists community markets under construction.

REGION	PROJECT NAME	TEMPORARY JOBS CREATED DURING CONSTRUCTION	PROJECTED PERMANENT JOBS TO BE CREATED AFTER CONSTRUCTION	PROJECTED TOTAL COST OF PROJECT (N\$)	PRACTICAL COMPLETION DATE
Karas	Keetmanshoop Community Market	107	78	14,000,000	End March 2012



Omusati	Ruacana Community Market	107	78	14,000,000	End March 2012
Oshikoto	Tsumeb Community Market	107	78	11,000,000	End February 2012
Oshikoto	Onethindi Community Market	107	78	12,000,000	End March 2012

The table below gives SME parks and business hubs which are under construction.

REGION	PROJECT NAME	TEMPORARY JOBS CREATED DURING CONSTRUCTION	PROJECTED PERMANENT JOBS TO BE CREATED AFTER CONSTRUCTION	PROJECTED TOTAL COST OF PROJECT (N\$)
Erongo	Walvis Bay Automotive Manufacturing and Assembling Plant	Not determined yet	1,000	300,000,000
Khomas	Windhoek Garment Factory	211	450	28,000,000
Oshikoto	Expansion of Omuthiya Business Park	98	36	11,400,000
Oshana	Oshakati Agro Food Processing	153	390	300,000,000
Otjozond-jupa	Okahandja Business Estate	150	420	150,000,000



**PROJECT UNDER CONSTRUCTION IN RUNDU, KAVANGO REGION, TO  
ESTABLISH A MAJOR NEW BUSINESS CENTRE**

The table below gives projects under planning.

REGION	PROJECT NAME	PROJECTED JOBS TO BE CREATED DURING CONSTRUCTION	PROJECTED PERMANENT JOBS TO BE CREATED AFTER CONSTRUCTION	PROJECTED TOTAL COST OF PROJECT (N\$)
Caprivi	Katima Mulilo Trade and Industrial Estate	170	420	210,000,000
Erongo	Omaruru Trade and Industrial Estate	980	375	140,600,000
Hardap	Gibeon Community Market	120	75	14,000,000
	Gochas Community Market	120	75	14,000,000

	Mariental Trade and Industrial Estate	980	375	45,000,000
Karas	Karasburg Community Market	131	92	13,000,000
	Noordoewer Community Market	131	68	14,000,000
	Gainachas Community Market	58	30	5,000,000
	Berseba Community Market	120	75	15,000,000
Kavango	Kavango Trade and Industrial Estate	170	420	210,000,000
Kunene	Outjo Tourism Centre and Community Market	76	40	16,600,000
Ohangwena	Ongenga Business Park	107	78	39,400,000
	Expansion of Eenhana SME Business Park	107	78	55,000,000
Oshikoto	Tsumeb Trade and Industrial Estate	980	375	140,600,000
	Oshivelo Community Market	76	40	12,600,000
	Onathing Community Market	76	40	6,600,000

	Onayena Community Market	76	40	14,600,000
Otjozondjupa	Kalkfeld Community Market	76	40	10,600,000
	Grootfontein Community Market	76	40	16,600,000
	Okahandja Craft Centre	98	120	19,600,000



**THE FUTURE OKAHANDJA CRAFT CENTRE, OTJOZONDJUPA REGION,  
CONSTRUCTION TO COMMENCE IN 2012/2013 FINANCIAL YEAR**







**OKALONGO SME PARK, OMUSATI REGION, CONSTRUCTED IN 2011**



**OKONGO SME PARK, OHANGWENA REGION, CONSTRUCTED IN 2011**

### **5.3 Private Sector Feasibility Studies**

In 2011/2012, twenty business plans were commissioned of which three studies resulted in approved loan financing by commercial banks for the establishment of new business enterprises in passenger transportation in the tourist industry, value addition to mahangu and cattle production and beef processing. Six feasibility studies were undertaken in manufacturing of corrugated zinc rolls, roof sheet manufacturing, aquaculture and horticulture, production of industrial electro chemicals in order to produce industrial chemical liquors by using local raw materials and solar energy, a gas and petroleum filling station and a cattle feedlot. Eighty five businesses were provided with mentorship support (one-on-one training) of which all are successfully in operation in the Karas and Khomas Regions. Three hundred and forty businesses were provided with training on how to manage their businesses in the Erongo, Karas, Khomas, Oshikoto and Kavango Regions.

A business development guide on the development and management of Small and Medium Enterprises (SMEs) is in development. This booklet will cover topics such as researching and planning the establishment of a business, getting assistance and training, choosing a business location, determining the legal structure of a business, registering a business and financing a business.

### **5.4 Entrepreneurial Development Programme**

This demand driven programme is aimed at provided targeted technical training and enhancement of skills to entrepreneurs. In 2011/2012 the following support was provided:

- At the Karibib Gemstone Cutting and Polishing Centre of the Ministry, twenty four students graduated from a training course in gemstone cutting and polishing theory and practical application, as well as training in computer literacy;
- training on the production of various solar energy models;
- training in facility management;
- training on digital signage, display systems, in-store print media material, point of sale and point of marketing solutions, retail/logo designs, packaging, as well as indoor and outdoor advertising mediums graphic exhibition;
- training in non-destructive testing and quality assurance and control;
- training in air traffic services and air traffic control;
- training in charcoal manufacturing.

## **6. REGIONAL ECONOMICAL DEVELOPMENT**

The Ministry has established offices in all the regions to help implement all programmes of the Ministry and facilitate access within each region to the services which the Ministry provides. The existing personnel structure at regional offices is nevertheless limited and will require expansion to meet all demand concerning the full range of programmes and services as well as regional level development activities.

Regional officers have participated in regional, national and international trade fairs and expos; economic development and planning conferences and seminars in the regions. They also established membership with Regional Development Coordination Committees (RDCCs) in their respective regions and other similar developmental structures at constituency, village and settlement levels. Furthermore, all regional officers have attended an induction course on the overall mandate of the Ministry and their role in the regions. A new management structure has also been submitted to address adequate staffing, capacity and improved service delivery in the regions.

As the work of the regional offices cuts across all Departments/Directorates and Divisions in the Ministry and its Agencies, improved communication and close cooperation with these structures would assist the regional offices achieve greater efficiency in the MTI's service delivery at the regional level. Future plans concerning services of the Ministry on regional economic development:

- a) Establishment of Technology centres in the regional capitals. The Technology Centres will provide entrepreneurial technology and knowhow, training and business extension services to potential and existing SMEs and entrepreneurs. This includes the youth and young women in business in partnership with regional based skills development institutions that would provide assistance to start ups of their own businesses. The first pilot Technology Centre will be established in the Otjozondjupa region during the financial year 2012/2013.
- b) The Ministry is currently restructuring the issuance of SME certificates. The current SME database will be modified, to allow for printing of the SME certificates from the regional offices. This exercise is expected to be concluded by the second week of June 2012.

The Regional Economics Development Division is also aiming at improved service delivery on the following programme activities: greater involvement of regional officers in the regional economic development activities; updating of Information Technology equipment and internet connectivity, improved mechanisms/procedures regarding training and capacity building of SMEs in the regions; efficient screening of



applications for equipments, feasibility studies and business plans, efficient handling and processing of business registration applications and active participation in local, national and international trade fairs or expos.

## **7. GENERAL ADMINISTRATION AND FINANCE**

### **7.1 Human Resource Management and Development**

The following developments were recorded in respect of staffing and Human Resource development during the period under review:

- 15 New appointments and transfers from other O/M/As;
- 3 Promotions;
- 15 Transfers to other O/M/As and resignations from the Public Service; and
- 2 Deaths

Being a specialised Ministry, staff members at various levels and especially at professional levels were given opportunities and sponsorships to pursue short-term and long-term career and competence enhancing training, especially in fields relevant to their assigned jobs or to the skill needs of the Ministry.

The table below highlights some of the training undertaken during the reporting period.

<b>Training course</b>	<b>Male</b>	<b>Female</b>	<b>Total</b>
Degrees qualifying	4	3	7
Financial Management	4	3	7
Registries Management	0	3	3
Human Resource Management	1	1	2
Others (short term induction & supervisory)	49	63	112
<b>Total</b>	<b>58</b>	<b>73</b>	<b>131</b>

## 7.2 Financial and Asset Management

Government resources, like any other resources, are limited and have to be applied to competing needs. In this regard, special attention was given to ensuring that the financial and other resources allocated to the Ministry were deployed, utilised and managed in strict adherence to Treasury and other relevant guidelines and on the basis of value for money, efficiency and accountability principles.

The Ministry's total budgetary allocation for the 2011/2012 financial year amounted to N\$558,052,000, comprising an amount of N\$254,309,000 for the operational budget and N\$303,743,000 for the development budget. This allocation represents an increase of two hundred and ninety million eight hundred and twenty four thousand Namibia Dollars (N\$67,363,000), or 14 % from the 2010/2011 allocation.

The table below indicates the budget allocations and utilization:

	N\$'000		
	<b>Budget</b>	<b>Expenditure</b>	<b>Utilisation %</b>
Operational Budget	254,309	215,268	85
Development Budget	303,743	190,546	63
Total	<b>558,052</b>	<b>405,814</b>	<b>73</b>

Expenditure up to 7 March 2012

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## **REGULATORY AND SPECIALISED AGENCIES UNDER THE MANDATE OF MTI**

### **Namibia Competition Commission (NCC)**

The Commission has been established in terms of the Competition Act (Act No. 2 of 2003). It is tasked with promoting competitive market conditions through investigation and prosecution of anti-competitive activities, reviewing and approving mergers and exemption applications, and disseminating information to businesses, consumers and other stakeholders.

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### **Offshore Development Company (ODC)**

The ODC has been established in terms of Article 26 of the Export Processing Zone (EPZ) Act (Act no. 9 of 1995 as amended). Its mandate is to promote and market investment opportunities under Namibia's EPZ, monitor and coordinate all EPZ related activities and provide an umbrella facilitative service to approved investors in the country. The Company also develops and leases serviced industrial and business sites and factory shells to entrepreneurs.

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### **Namibia Standards Institution (NSI)**

The NSI has been established in terms of the Standards Act (Act No. 18 of 2005) as the national standards body of Namibia.

The Institution is responsible for enhancing product quality, industrial efficiency and productivity in Namibia by:

- Promoting the use of standards and quality assurance and control in industry, commerce and public sector.
- Providing conformity assessment services.
- Certification of systems, product and personnel systems.
- Inspecting and testing of products and materials.
- Trade (legal) metrology – enforcement of product labelling, weights and measures

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### **Namibia Development Corporation (NDC)**

The NDC has been established in terms of the Namibia Development Corporation Act (Act No. 18 of 1993). The objects of the Corporation are to promote, develop and support all sectors of the Namibian economy for sustained economic growth and the economic empowerment of its people in conformity with the development strategies and policies of the Government of the Republic of Namibia.

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### **Namibia Estate Agents Board**

The Namibia Estate Agents Board (NEAB) was established pursuant to the provisions of the Estates Agents Act (Act no. 112 of 1976) and for purposes of regulating and controlling the activities of estate agents in the public interest. In this regard, the Board is tasked with protecting consumers in estate agency transactions while having regard to the interests of the industry; maintaining and promoting the standard of conduct of the industry; and regulating the activities of the estate agents in general.

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### **Walvis Bay Export Processing Zone Management Company (Pty) Limited**

The Company has been established in terms of the EPZ Act (Act No. 9 of 1995) with the responsibility of managing and promoting the EPZ regime in Namibia's premier harbour town, Walvis Bay. In this regard, the Company provide investment facilitative services such as acquiring and servicing industrial land; construction and leasing of industrial factories; processing and facilitating applications for EPZ status, work permits and visas, and other investor needs.

The industrial zone is located close to the Port of Walvis Bay, with easy access to the quays where bulk cargo and containers are handled. Walvis Bay's strategic location reduces trans-shipment time, thereby making it an ideal location for export-oriented manufacturing operations.

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