

Business To Business Profiles

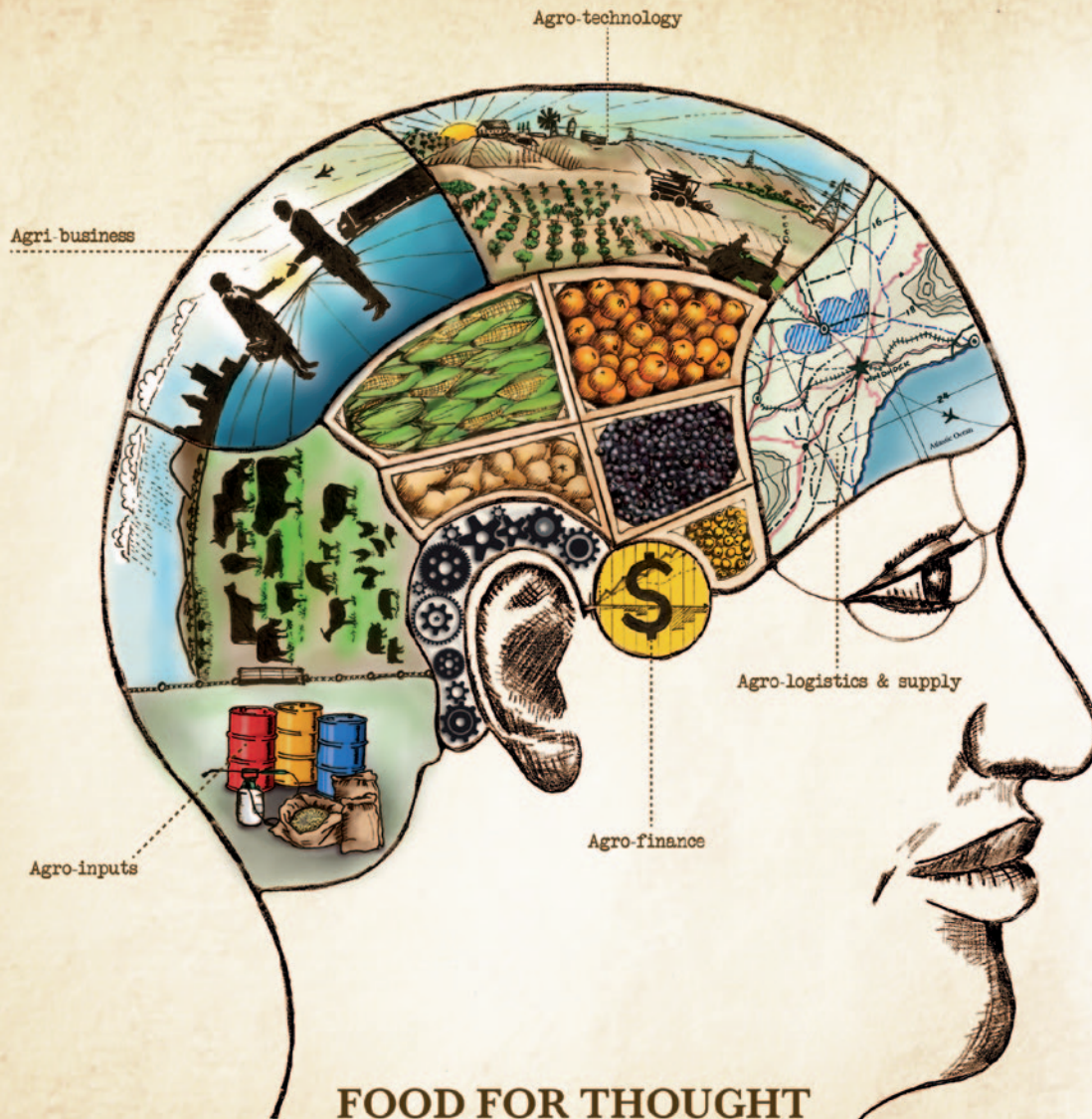


TABLE OF CONTENT

1. Introduction	4
2. How to participate	4
3. Business Profiles by thematic area	5
3.1 Agri-Business	5
3.1.1 Green Scheme Irrigation Business - Ndonga Linena Phase 2	5
3.1.2 Green Scheme Irrigation Business - Sikondo	8
3.1.3 Green Scheme Irrigation Business - Uvhungu-Vhungu	11
3.1.4 Green Scheme Irrigation Farming Business - Tandjieskoppe	14
3.1.5 Orange River Irrigation Business Aussenkehr (Orib)	17
3.1.6 Rice Production Centre - Kalimbeza	20
3.1.7 Crop Cultivation - LL Biofuels Namibia (Pty) Ltd	23
3.1.8 Green Scheme Irrigation Business - Etunda 5 and 6	26
3.1.9 Green Scheme Irrigation Business - Etunda 7 and 8	29
3.1.10 Fresh Fruit and Vegetables - Oshikoto	32
3.1.11 Livestock and Crop Farming - Farm Voorwarts	35
3.1.12 Poultry Farming - Africhickens	38
3.1.13 Intergrated Feeds & Broiler Project - Feedmaster	41
3.1.14 Diversified Agricultural Farming - M. Amkongo	44
3.1.15 Variety of Crops - Aeroponics Farming	47

3.1.16	Feedlot - Chilwelo	50
3.1.17	Seedling Nursery - Millennium Trading cc	53
3.1.18	Agronomic Farming - Dash Enterprises cc	56
3.1.19	Aquaculture - Algae Biotechnology Products (ABP)	59
3.1.20	Bio Desiel Production - Green Agricultural Technologies	62
3.1.21	Milling - Opoto Mahangu Crusher Trading	65
3.1.22	Aquaculture - Rainbow Fish Farming	67
3.1.23	Flower Horticulture - Flowers For All	70
3.1.24	Poultry Production - Farm Rivera	73
3.2	Agro-Technology	76
3.2.1	Agricultural Technology Adaptation Centres	76
3.2.2	Farming Equipment Manufacturing - Franchise Namibia cc	79
3.3	Agro-Logistics and Supply	82
3.3.1	Produce Market Centre - Olushandja Horticultuture Association	82
3.3.2	Fresh Produce Market Infrastructure Development	85
3.4	Agro-Inputs	88
3.4.1	Arboricides and Organic Fertilisers - Agri-Nam	88
3.5	Concepts	91

1. INTRODUCTION

This brochure provides profiles of all the businesses in their respective thematic categories. The purpose of the profiles is to provide a summary of each business in a format that outlines the important facts. Detailed information with regards to each business can be obtained from the business promoters who will be stationed in the Brandsberg room during the conference from Wednesday 15th September 2010 at 13:00 hrs.

2. HOW TO PARTICIPATE

The B2B registration form can be obtained on the website www.agri2010.com.na, or at the business to business hall (Brandsberg). In addition to the registration form, there is a form available at the business to business hall listing all the businesses to be presented. On the forms one indicates areas of interest and the entities one would like to have business discussions with. The forms should be sent by Fax to +264 61 249 775 to the attention of Business to Business Advisor before the conference commencement date or should be submitted at the business to business meeting hall for the appointment to be scheduled.

For further information please contact:

Mr. P Ugwanga

MINISTRY OF AGRICULTURE, WATER AND FORESTRY

Cell; + 264 811 229 224

Tel; + 264 61 208 7488

Fax; + 264 61 208 7482

Email; Petrus@greenscheme.org.na

Ms. A Shoopala

MINISTRY OF AGRICULTURE, WATER AND FORESTRY

Cell; + 264 812 582 656

Tel; + 264 61 208 7051

Fax; + 264 61 220 590

Email; agri2010info@mawf.gov.na

Mr. M Mulunga

MINISTRY OF AGRICULTURE, WATER AND FORESTRY

Cell; +264 812 306 905

Tel; + 264 61 208 7678

Fax; + 264 61 208 7767

Email; mulungam@mawf.gov.na

3. BUSINESS PROFILES BY THEMATIC AREA

3.1 AGRI-BUSINESS

3.1.1 GREEN SCHEME IRRIGATION BUSINESS – NDONGA LINENA PHASE 2

Description of Business

The Ndonga Linena business has 800ha of land. The Ministry of Agriculture, Water and Forestry de-bushed 400ha in 2003 and developed the water, electricity supply and access roads up to field edge under the first phase initiative. Currently this land is being used for crop production of maize, wheat and vegetables by an investor appointed by the Ministry of Agriculture, Water and Forestry. A marketing company is currently responsible for the sales and distribution of the produce.

For Phase 2, the Ministry of Agriculture, Water and Forestry has recently de-bushed the remaining 400ha and invites technical experts and/or financiers to participate in irrigation development, crop cultivation or processing of the crops produced into value-added products under the Green Scheme principles. (For more details on the Green Scheme Policy, refer to www.mawf.gov.na).

The Government is willing to negotiate with the investor on the financing structure of the on-land development costs, which includes all movable machinery such as farming equipment. As per Green Scheme Policy, Government will fund all bulk infrastructure, i.e. water, electricity and roads up to the field edge.

The selected investor operating on the farm will be expected to provide services and assist surrounding small-scale farmers at cost.

Thematic/Functional Area

- a) Agro-inputs;
- b) Agribusiness; and
- c) Agro-technology.

Duration From Start to Date of Operations Commencement

Two years, which entail;

Year 1: Design and provision of bulk infrastructure and tender.

Year 2: On-land infrastructure development.





Planned Start Date

January 2011

Geographical Location/s and Climatic Conditions

Ndiyona Constituency, 80km east of Rundu, Kavango Region.

The area has sandy soils with excellent drainage. It has an average temperature of 22.4 °C, and the area receives an average of 577mm of rainfall per annum. The wettest period is in February with an average of 147mm of rainfall.

Business Objectives

- a) Increase high value crop production;
- b) Increase productive capacity of communal farmers;
- c) Increase exports to international markets;
- d) Create employment; and
- e) Value-addition with processing of produce.

Business Requirements/Activities

- a) Business plans development;
- b) Design of bulk infrastructure to service the business;
- c) On-land investment for high-value crop production and processing into value added products; and
- d) Optimum utilisation of the land for production.

Key Outputs

- a) Infrastructure development.
- b) On-land development and production; and
- c) Job creation, food production, agro-industries.

Business Documentation and Activities Status

A detailed study of the soil samples study is available.

Market

- a) Local and Regional; and
- b) International.

Perspectives

With the infrastructure already in place under the first phase it will be much simpler to expand the infrastructure to cover the second phase segment. The communal farmers in the proximity of the business can be considered to be a readily available labour market.

The second phase carries a competitive advantage in the sense that experiences of the first phase can be tapped into and make the learning curve much shorter and less costly.

With the progress that has been made on the first phase, the second phase can be considered to be a viable business.

Potential Funding Agents

The Ministry of Agriculture Water and Forestry is willing to engage financial investors, or persons with the technical expertise to improve the productive capacity of the business.

The agents may either be individuals, institutions or consultants with the relevant technical expertise. The agreement will be Public-Private Partnership guided by the Green Scheme Policy of Namibia.

Total Estimated Cost

N\$95,000,000 for on-land development costs.

Existing Level of Funding

None

Additional Funding Required

N\$95,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry and Private Investor/s.

Contact Person

Ministry of Agriculture, Water and Forestry
Private Bag 13184, Windhoek, Namibia
Attention: Ms. Sophia Kasheeta
Director: Engineering and Extension Services
Tel: +264-61 208 7458
Fax: +264-61 208 7778
E-mail: kasheetas@mawf.gov.na





3.1 AGRI-BUSINESS - Continued

3.1.2 GREEN SCHEME IRRIGATION BUSINESS – SIKONDO

Description of Business

The Mbunza Tribal Authority allocated approximately 1000ha for development under the Green Scheme initiative. (For more details on the Green Scheme Policy, refer to www.mawf.gov.na). This area is virgin land and the community is eagerly waiting for irrigation development to unleash the potential of this area.

Government is seeking for an investor to embark on irrigation farming with the primary crops being maize and wheat. There is scope for expanding the crop produce to high-value produce such as fruit.

The 1,000ha will be divided into two parts: 500ha for the investor; and 500ha for 67 small-scale farmers on 6ha each. The investor will farm for his own account, render services at cost to the 67 individual small-scale farmers, and supervise the operations of the small-scale farmers.

The Government is willing to negotiate with the investor on the financing structure of the on-land development costs, which includes all movable machinery such as farming equipment. As per Green Scheme Policy, Government will fund all bulk infrastructure, i.e. water, electricity, roads, up to field edge.

Thematic/Functional Area

Agribusiness – Crop farming and processing of the produce into higher value products.

Duration From Start to Date of Operations Commencement

Two years, which entail;

Year 1: Tender process and develop bulk infrastructure.

Year 2: On-land infrastructure development.

Planned Start Date

May 2010 (Feasibility studies and business plan development are currently in progress).

Geographical Location/s and Climatic Conditions

Kapako Constituency, Mbunza Tribal Authority area, Kavango Region. The site is 10 km west of Rundu.

The area has sandy soils with excellent drainage. It has an average temperature of 22.4 °C, and the area receives an average of 577mm of rainfall per annum. The wettest period is in February with an average of 147 mm of rainfall.

Business Objectives

- a) Increase high value crop production;
- b) Increase exports to international markets;
- c) Provide a conducive environment for capacity development of individual small-scale irrigation farmers;
- d) Create employment; and
- e) Value-addition with processing of produce.

Business Requirements/Activities

- a) Business plans development;
- b) Design of bulk infrastructure;
- c) On-land investment for high value crop production and agro-processing based on business plan; and
- d) Optimum utilisation of the land for production.

Key Outputs

- a) Infrastructure development;
- b) On-land development and production;
- c) Employment creation, and
- d) Food production.

Business Documentation and Activities Status

- a) Detailed soil samples studies are available; and
- b) Business design and feasibility study are to be completed by October 2010.

Market

- a) Local and Regional include Zambia, Angola and South Africa; and
- b) International.

Perspectives

The business is ideal in the sense that any willing investor can immediately make their contributions in the preparation of the business plan as this has not yet been finalised.

The investor will have ample time to plan and line up investment options for the business. The strategic location of the business creates a competitive advantage in that it provides access to the local and the regional markets in close proximity especially to Angola and Zambia.



Any prospective investors in this business are likely to financially benefit from the attractive tax concessions on capital expenditures especially in the agriculture sector.

Potential Funding Agents

The Ministry of Agriculture Water and Forestry is willing to engage financial investors and/persons with the technical expertise to increase the productive capacity of the business.

Investors and/financiers are required to participate in irrigation development, crop cultivation or processing of the crops produced into value added products.

The agents may either be individuals, institutions or consultants with the relevant technical expertise. The agreement will be Public-Private Partnership guided by the Green Scheme Policy of Namibia.

Total Estimated Cost

N\$125,000,000

N\$25,000,000, to finance on-land development costs; and

N\$100,000,000 to finance bulk services

Existing Level of Funding

N\$100,000,000

Additional Funding Required

N\$25,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry and Private Investor/s.

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms. Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.3 GREEN SCHEME IRRIGATION BUSINESS – UVHUNGU-VHUNGU

Description of Business

The business commenced operations in 1974. It has capacity and facilities for crop farming (mainly maize and wheat), processing of animal feed produce, and dairy farming. The Government of the Republic of Namibia has contracted a Consultant to re-design and develop a new operational model for this business.

The Government is willing to negotiate with the investor on the financing structure of the on-land development costs, which includes all movable machinery such as farming equipment. As per Green Scheme Policy, Government will fund all bulk infrastructure, i.e. water, electricity, roads, up to field edge. (For more details on the Green Scheme Policy refer to www.mawf.gov.na).

The business has a potential capacity land utilisation of about 420ha of which 120ha is allocated to small scale farmers. The Government is looking for an investor to embark on either one or all of the following;

- a) Crop Farming;
- b) Animal feed produce; and
- c) Dairy Farming.

Thematic/Functional Area

- a) Agro-Inputs
- b) Agro-technology; and
- c) Agribusiness.

Duration From Start to Date of Operations Commencement

- 1.5 years, which will entail;
- 6 months: Completion of feasibility study;
- 6 months: Business design and tender process; and
- 6 months: Business infrastructure development and procurement process.

Planned Start Date

January 2011 given that on June 2010 is when the consultant to re-design the business was engaged and is anticipated to have completed by December 2010.

Geographical Location/s and Climatic Conditions

10km east of Rundu, Kayengona Constituency, Sambyu Traditional Authority area, Kavango Region.

The area has sandy soils with excellent drainage, it has an average temperature of 22.4 °C, and an average of 577mm of rainfall per annum. The wettest period is in February with an average of 147mm of rainfall. The climate is ideal for maize, wheat and high value crops such fruit.

Business Objectives

- a) Increase high crop production;
- b) Maximise profit;
- c) Create a conducive environment for capacity development of individual small-scale irrigation farmers;
- d) Create employment; and
- e) Value addition with processing of various dairy produce.

Business Requirements/Activities

- a) Technical expertise to operate the dairy business profitably;
- b) On-land investment for high value crop production;
- c) Capital expenditure on equipment for animal feed production; and
- d) Capital expenditure on the dairy processing machinery.

Key Outputs

- a) Business infrastructure development and procurement process; and
- b) Job creation, food production and agro-industries.

Business Documentation and Activities Status

The business feasibility study and design to be completed by December 2010.

Market

- a) Local; and
- b) Regional Markets mainly Angola and South Africa.

Perspectives

With the entire basic infrastructure already in place the business is well leveraged to operate provided the technical expertise and the necessary financing is available.

The most exciting prospect about the business is that it is a fully integrated operation which can result in low costs of production for the dairy farming business.

The existing staff having immense experience in both crop and dairy farming this provides a significant advantage as the training costs and the learning curve will be at a minimum.

Commercially what makes the business attractive is that it has the capacity to service the Namibian market that is currently highly dependent on South African products. The Angolan market also provides significant options given that the business is located 80km from the nearest port of entry.

Potential Funding Agents

The business promoters are willing to engage financial investors, or persons with the technical expertise to improve the productive capacity of the business.

Investors and/financiers are required to participate in irrigation development, crop cultivation, animal feed produce, dairy farming and service provision.

The agreement will be Public-Private Partnership guided by the Green Scheme Policy of Namibia

Total Estimated Cost

N\$180,000,000

Existing Level of Funding

N\$20,000,000, for bulk services such as electricity, roads and water supply.

Additional Funding Required

N\$160,000,000 for on-land development such as milking parlours, dairy buildings, procurement of livestock and irrigation extension.

Implementation Agents

Ministry of Agriculture, Water and Forestry and Selected Private Investor.

Contact Person

Ministry of Agriculture, Water and Forestry
 Private Bag 13184, Windhoek, Namibia
 Attention: Ms. Sophia Kasheeta
 Director: Engineering and Extension Services
 Tel: +264-61 208 7458
 Fax: +264-61 208 7778
 E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.4 GREEN SCHEME IRRIGATION FARMING BUSINESS - TANDJIESKOPPE

Description of Business

The Tandjieskoppe Green Scheme Business consists of 960ha of virgin land. A feasibility study has recommended that the land be divided into 12 x 80ha of irrigated commercial farms. The crops that were used to calculate the water demand and types of irrigation systems were date palms, table grapes and various cash crops, including vegetables and aromatic plants.

Bulk service construction is still to be finalised. As per the Green Scheme Policy, the Government will finance all bulk infrastructure, i.e. raw water distribution pipelines (including on-land distribution); access and farm roads; housing clusters and water treatment systems; and potable water storage tanks. Other infrastructure costs will be the responsibility of the investor because each farmer will have different priorities and preferences. In particular, infrastructure for value-adding is highly welcomed.

In terms of profit-sharing, the Government will receive a percentage of the net profit generated from the farming activities.

Thematic/Functional Area

Agribusiness – Value-addition to the produce.

Duration From Start to Date of Operations Commencement

Five years

This is the time required for completion of bulk infrastructure development.

Planned Start Date

Upon the Government's acceptance of the feasibility study recommendations.

Geographical Location/s and Climatic Conditions

Noordoewer, Karas Region, on the northern banks of the Orange River, southern part of Namibia. It has a dry climate that is pest free. The Orange River provides the water necessary for the area to be viable for agriculture.

Business Objectives

- a) Substitute import of high-value crops;
- b) Supply domestic market with competitively priced produce;
- c) Increase exports;
- d) Create employment; and
- e) Value-addition through food processing.

Business Requirements/Activities

- a) Finalisation and approval of the feasibility study by the Government;
- b) Scheme design, including the bulk water system; and
- c) Construction of the Scheme.

Key Outputs

- a) Bulk water and other required infrastructure;
- b) On-land development and production; and
- c) Employment.

Business Documentation and Activities Status

The following documents are available:

- a) Detailed feasibility study and assessment of bulk water distribution; and
- b) River pump station concept design.

Market

- a) Local;
- b) Regional; and
- c) International.

Perspectives

The business is along the Orange River, where the environment can be described as dry with low pest prevalence. Sufficient water resources are available to make the business viable.

The business provides an opportunity for economic growth through optimal land-use and high return on investment through value- addition.

Potential Funding Agents

The business promoters are willing to engage financial investors, or persons with the technical expertise to improve the productive capacity of the business.

Investors and/financiers are required to participate in irrigation development, crop cultivation, animal feed produce, dairy farming and service provision.

The agreement will be Public-Private Partnership guided by the Green Scheme Policy of Namibia.

Potential Funding Agents

Funding mechanisms include:

- a) Joint Venture Investments;
- b) Business Funding Agreements;
- c) Lease-hold Agreements on various facilities;
- d) Marketing and Development Co-operation;
- e) Service Agreements; and
- f) Maintenance Agreements.

Total Estimated Cost

N\$700,000,000

Existing Level of Funding

None

The Government welcomes proposals that will undertake this development and is prepared to enter into agreements depending on the best approach.

Additional Funding Required

N\$700,000,000

Off-farm infrastructure – N\$541,000,000

On-farm infrastructure – N\$159,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry and Private Investor

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.5 ORANGE RIVER IRRIGATION BUSINESS AUSSENKEHR (ORIB)

Description of Business

The Orange River Irrigation Business (ORIB) is operating on a State-owned farm and managed by a service-provider, Cool Fresh Namibia, which is part of the worldwide Cool Fresh Group of Companies. The business hosts and supports, through the service-provider, 20 small-scale farmers with 4ha each. The current crop production consists of table grapes, dates, melons and butternuts. The location of the farm is prime for cultivation purposes and has an irrigable area of approximately 300ha but only 115ha are being utilised for high-value crop production.

Plant and equipment investment is needed to increase production by further cultivating 120ha, and establishing value-adding facilities such as a cold store and a sorting and packaging facility.

Thematic/Functional Area

Agribusiness – Processing of produce into higher value products

Duration From Start to Date of Operations Commencement

Two years, which entail:

- a) Year 1 – Increasing the area under cultivation; and
- b) Year 2 – Development of value-adding infrastructure and facilities.

Planned Start Date

Last quarter of 2010

Geographical Location/s and Climatic Conditions

Aussenkehr, Karas Region, in the southern part of Namibia, along the Orange River.

Business Objectives

- a) Increase high-value crop production;
- b) Export to international markets; and
- c) Value-addition to products.

Business Requirements/Activities

- a) Expanding area under cultivation;
- b) Erecting a cold store, and a sorting and packaging facility; and
- c) Commencing with value-addition.

Key Outputs

- a) Value-addition to products;
- b) Employment;
- c) Increased food production;
- d) Agribusiness;
- e) More land under irrigation;
- f) Upgrading of current facilities; and
- g) Plant and equipment.

Business Documentation and Activities Status

The following documentation is available:

- a) Business plan;
- b) Architectural designs; and
- c) Study on the viability of lemon, orange and grapefruit production.

Market

- a) Cool Fresh has established itself competitively in European markets; and
- b) The business will also supply local and regional markets.

Perspectives

The business is along the Orange River, where the environment can be described as dry with low pest-prevalence. Sufficient water resources are available to make the business viable.

Expansion will optimise output capacity and provide employment and transfer of knowledge to communal farmers.

The business provides an opportunity for economic growth through optimal land-use and high return on investment through value - addition.

Potential Funding Agents

- a) Financiers;
- b) Partners; and
- c) Private equity.

Total Estimated Cost

N\$29,000,000 (for plant and equipment and irrigation of additional 120ha)

Existing Level of Funding

None

Additional Funding Required

N\$29,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry, Cool Fresh Namibia and Investor/s

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.6 RICE PRODUCTION - KALIMBEZA

Description of Business

The business commenced in 1986 and covers 193ha which are suitable for rice cultivation. Within this area, certain clay soil patches are suitable for applying flood irrigation, whilst the sandy soils situated within the remaining area would need drip or sprinkler irrigation. The Kalimbeza Rice Production Centre currently provides other services including research on suitable rice cultivators, production of improved rice seed varieties and providing technical advice to rice producers. The business has developed from mere research to fully fledged production.

It is intended that the business increase the production capacity. However, capital resources such as equipment, and building infrastructure have been the major constraint, therefore financing is being sought. The business is also willing to engage a technical expert who can offer better production methods than the ones currently being employed.

Thematic/Functional Area

- a) Agro-inputs; and
- b) Agribusiness.

Duration From Start to Date of Operations Commencement

Currently Operational

Planned Start Date

The Business is presently operational and productive.

Geographical Location/s and Climatic Conditions

The Business is located 30km east of Katima Mulilo in the Caprivi Region. The Caprivi Region lies in the sub-tropical climatic zone and receives high rainfall (December to March). This, together with the high temperatures, results in a high humidity factor.

The Caprivi is the wettest region in Namibia with its high rainfall and a number of major rivers like the Kwando and Zambezi.

Business Objectives

- a) Increase yield in rice production through better farming methods;
- b) Promote rice cultivation in the region through research and training;

- c) Create national self-sufficiency on rice production; and
- d) Alleviate poverty at local and national levels.

Business Requirements/Activities

- a) Additional buildings to effectively facilitate the effective management and implementation of all anticipated production;
- b) Tractors and motor vehicles;
- c) Farming Equipment; and
- d) Laboratory Equipment.

Key Outputs

- a) Rice seeds (inputs);
- b) Rice for national consumption (outputs); and
- c) Farming community that is empowered with rice farming methods.

Business Documentation and Activities Status

Fully documented; the business is presently operational.

Market

- a) Local; and
- b) Regional and International.

Perspectives

Based on studies carried out, the Kalimbeza Rice Production has the capacity to produce yields above the world average rice yields. A partnership between the existing Business implementers and a private investor having the financial and/the technical expertise will make the business significantly profitable. Namibia is a major importer of rice. Increased production at the Kalimbeza Station will see Namibia in a position to export to countries such as Zimbabwe, Botswana and South Africa.

Potential Funding Agents

- a) Institutions with the technical expertise on rice production;
- b) Rice research experts;
- c) Infrastructural development agents;
- d) Mechanised farming equipment manufacturers for rice production; and
- e) Financial Institutions/Equity Investors.

Total Estimated Cost

N\$28,000,000

Existing Level of Funding

N\$8,000,000

Additional Funding Required

N\$20,000,000

Implementation Agents

Ministry of Agriculture Water and Forestry, University of Namibia and Investor/Financier.

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms. Sophia Kasheeta

Director Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

Email: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.7 CROP CULTIVATION - LL BIOFUELS NAMIBIA (PTY) LTD

Description of Business

LL Biofuels Namibia is a Namibian-based company with farming operations in Katima Mulilo. The farm is 400ha and has a 20-year lease from the Town Council since 2008. The farm has been conducting trials on 50ha, where various crops such as maize, cabbage, potatoes, groundnuts, sweet potatoes and lettuce have been tested. Results have shown that the business is highly viable and has prompted the enterprise to consider expanding its operations. The targeted 350ha has already been de-bushed.

The business is currently financed to an amount of N\$30,000,000 and has been generating annual revenue of N\$3, 000,000. The company currently has over 100 employees.

At present the business is expanding its distribution channels by signing produce delivery agreements with reputable wholesale outlets.

The business is seeking funding and/or technical expertise to assist with the expansion of the business from 50ha to 400ha.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

One year

Planned Start Date

Late 2010

Geographical Location/s and Climatic Conditions

Katima Mulilo, Caprivi Region, north-eastern Namibia.

The Caprivi belongs to the sub-tropical climatic zone and receives moderate rainfalls during the rainy season (December to March).

Business Objectives

- a) Maximise profit;
- b) Increase agricultural produce supplies;

- c) Create employment for the nation; and
- d) Export the excess produce.

Business Requirements/Activities

Capital Investment to be used for:

- a) Expanding the land for crop cultivation;
- b) Increase the distribution channels by signing contractual agreements; and
- c) Procurement of additional implements to utilise on the farm.

Key Outputs

A wide variety of crops

Business Documentation and Activities Status

Business plan fully documented.

Market

Local

Regional – Angola, Botswana, Mozambique, South Africa, Zambia and Zimbabwe.

Perspectives

The trials conducted on the 50ha have shown that the business is viable. Reputable wholesale markets accepted and signed produce delivery contracts with the business indicating the confidence that the market has in the produce.

The business currently employs more than 100 people. Increasing the arable land is likely to increase the employment capacity and as such reducing national unemployment.

With the Government's drive towards self-sufficiency in terms of food, this business will attract a lot of necessary government support in terms of trade incentives.

Potential Funding Agents

- a) Venture Capitalist;
- b) Private Investors;
- c) Private Equity; and
- d) Financial Institutions.

Total Estimated Cost

N\$83,000,000

The investment capital will be used for expanding the land for optimal crop cultivation, marketing and distribution of produce.

Existing Level of Funding

None

Additional Funding Required

N\$83,000,000

Implementation Agents

LL Biofuels Namibia and Investor/s

Contact Person

Mr. Kombadayedu Kapwanga

LL Biofuels Namibia (Pty) Ltd

Director

Tel: +264-61 386 100

Fax: +264-61 249 253

Cell: +264-81 124 7249

Email: kk@sakawe.com

3.1 AGRI-BUSINESS - Continued

3.1.8 GREEN SCHEME IRRIGATION BUSINESS - ETUNDA 5 AND 6

Description of Business

The Etunda Irrigation Scheme business was initiated in 1992 by the Government of Namibia with the intention to develop 1,200ha in separate phases under the Green Scheme Programme. (For more details on the Green Scheme Policy, refer to www.mawf.gov.na).

The 300ha available for phases 5 and 6 has been de-bushed. Bulk infrastructure designs (electricity and water) have been completed. Construction of houses for small-scale farmers and installation of the irrigation system is currently in progress.

Some 600 ha, for phases 1–4, are currently under crop production, with 300ha allocated to small-scale farmers and the remaining 300ha to the service-provider. At present only maize, wheat, sunflower, canola and assorted vegetables are being grown. The Government is seeking for investors to commence crop cultivation on the available land. The interested investor may add on to the range of crops presently cultivated but cannot cultivate non-edible crops.

The Government is willing to negotiate with the investor on the financing structure of the on-land development costs, which includes all movable machinery such as farming equipment. As per Green Scheme Policy, Government is currently funding all bulk infrastructure, i.e. water, electricity, roads, up to field edge for these phases.

Thematic/Functional Area

- a) Agro-inputs;
- b) Agribusiness; and
- c) Agro-technology.

Duration From Start to Date of Operations Commencement

Seven months, for infrastructure development.

Planned Start Date

Already in progress

Geographical Location/s and Climatic Conditions

120 km west of Oshakati, Omusati Region, North-Central Namibia.

The region has a warm climate with annual mean temperatures ranging from 26–30 °C and rainfall of 400mm annually. The area has ideal soils for crop cultivation.

Business Objectives

- a) Increase crop production;
- b) Develop capacity in small-scale irrigation farmers;
- c) Create employment; and
- d) Value-addition with processing of produce.

Business Requirements/Activities

- a) On-land facility and infrastructural investment;
- b) High-value crop production (grains, vegetables and fruit); and
- c) Agro-processing (value-addition).

Key Outputs

- a) Infrastructure development;
- b) Employment; and
- c) Increased food production.

Business Documentation and Activities Status

Infrastructure design completed. Awaiting proposals from investors.

Market

- a) Local; and
- b) Regional – Angola, Botswana, Mozambique, South Africa, Zambia and Zimbabwe.

Perspectives

With the bulk infrastructure already in place, the business is ready to commence cultivation in April 2011.

Phases 5 and 6 carry a competitive advantage in the sense that experience gathered from the previous phases already under cultivation can be tapped into and make the learning curve much shorter and less costly.

Potential Funding Agents

- a) Private Investor;
- b) Private Equity;
- c) Venture Capital; and
- d) Financial Institutions.

Total Estimated Cost

On-land development costs to be determined by the business plan of the investor.

Existing Level of Funding

None

Additional Funding Required

On-land development costs to be determined by the business plan of the investor.

Implementation Agents

Ministry of Agriculture, Forestry and Water and Investor/s

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.9 GREEN SCHEME IRRIGATION BUSINESS - ETUNDA 7 AND 8

Description of Business

The Etunda Irrigation Scheme business was initiated in 1992 by the Government of Namibia with the intention to develop 1,200ha in separate phases under the Green Scheme Programme. (For more details on the Green Scheme Policy, refer to www.mawf.gov.na).

Some 600ha, for phases 1–4, are currently under crop production with 300ha allocated to small-scale farmers and the remaining 300ha to the service-provider. At present only maize, wheat, sunflower, canola and assorted vegetables are being grown. The Government is also seeking for investors to commence crop cultivation on the available land for phases 5 and 6 (300ha).

The Government is furthermore seeking an investor to farm crops such as maize, wheat, sunflower or canola on phases 7 and 8 (300ha).

The Government is willing to negotiate with the investor on the financing structure of the on-land development costs, which includes all movable machinery such as farming equipment. As per Green Scheme Policy, the Government will fund all bulk infrastructure, i.e. water, electricity, roads, up to field edge for these phases.

Thematic/Functional Area

- a) Agro-inputs;
- b) Agribusiness; and
- c) Agro-technology.

Duration From Start to Date of Operations Commencement

18 months, made up of:

- Six months – Complete business planning and design;
- Six months – Tender process; and
- Six months – Infrastructure development.

Planned Start Date

January 2011

Geographical Location/s and Climatic Conditions

120km west of Oshakati, Omusati Region, North-Central Namibia.

The region has a warm climate with annual mean temperatures ranging from 26–30°C and rainfall of 400mm annually. The area has ideal soils for crop cultivation.

Business Objectives

- a) Increase crop production;
- b) Develop capacity in small-scale irrigation farmers;
- c) Create employment; and
- d) Value-addition with processing of produce.

Business Requirements/Activities

- a) On-land facility and infrastructural investment;
- b) High-value crop production (grains, vegetables and fruit); and
- c) Agro-processing (value-addition).

Key Outputs

- a) Infrastructure development;
- b) Employment; and
- c) Increased food production.

Business Documentation and Activities Status

Business plan, including planning and technical requirements will be available by December 2010.

Market

- a) Local; and
- b) Regional

Perspectives

Phases 7 and 8 carry a competitive advantage in the sense that experience gathered from the previous phases already under cultivation can be tapped into and make the learning curve much shorter and less costly.

The communal farmers in the proximity of the business can be considered to be a readily available labour market.

Potential Funding Agents

- a) Private Investor;
- b) Private Equity
- c) Venture Capital; and
- d) Financial Institutions.

Total Estimated Cost

N\$96,000,000

Existing Level of Funding

N\$45,000,000 Bulk Investment (Electricity and Water)

Additional Funding Required

N\$51,000,000 On-land Developments

Implementation Agents

Ministry of Agriculture, Forestry and Water and Investor/s

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.1 AGRI-BUSINESS - Continued

3.1.10 FRESH FRUIT AND VEGETABLES - OSHIKOTO

Description of Business

Oshikoto Fresh Fruit and Vegetables is an established agricultural business that has been operating since 2005.

The operations include a seed nursery that has been recently expanded. The high value crops that are currently being grown are cabbage, water melons, butternut, sweet potatoes, tomatoes, maize, citrus and mangoes.

The business has a staff complement of about 45 employees who are actively working on 15ha of irrigated land with vegetables and 6ha with fruit. Some 70ha are currently being cleared to expand the vegetable farming and add new crops such as potatoes. The business is utilising two irrigation systems, the drip and micro-jet, which are working well and the test results of the soil conducted by a soil expert support the business' viability.

Currently the business supplies some of the reputable retail outlets such as Pick n Pay, Fruit and Veg, Farmers Market, OK Foods, Tulipamwe Caterers, and Namib Mills.

The entities net worth is evaluated at about N\$8,000,000. The annual turnover is N\$1,200,000.

The business is seeking funding and/technical expertise to install a pivot irrigation system, procure agro-inputs and agricultural implements such as harvesters and packing equipment.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

One year.

Planned Start Date

As soon as funds are available

Geographical Location/s and Climatic Conditions

Farm Concordia 876, Oshikoto Region, northern Namibia. Oshikoto Region has a sub-tropical climate, with very hot summers and mild winters. The mean maximum temperature lies at 29.7°C, while the mean minimum temperature is 14.4°C. The average rainfall is 555mm per annum.

Business Objectives

- a) Expand the area for high-value crop production;
- b) Create employment; and
- c) Maximise profit.

Business Requirements/Activities

- a) Clearing the land and preparations for cultivation;
- b) Install the irrigation system; and
- c) Procurement of farming agro-inputs and implements.

Key Outputs

- a) Farming produce of different varieties i.e. vegetables and fruits.

Business Documentation and Activities Status

Business plan documentation is in progress.

Market

- a) Local - Namibia retail outlets; and
- b) Regional – Angola, Botswana, Zambia and South Africa.

Perspectives

The vast land currently underutilised is available hence creating various opportunities for interested investors. The scope for diversifying the final produce on the farm is unlimited.

The business owner has already invested significant amounts in the business that indicates his commitment and dedication to see the success of the business.

The financier/investor may need to second an expert in crop production who will provide mentorship to the business owner in the early stages of the business expansion. Thereafter the business should operate profitably.

Potential Funding Agents

- a) Technical Experts;
- b) Private Investor;
- c) Private Equity; and
- d) Financial Institutions.

Total Estimated Cost

N\$15,000,000

The funds will be used to finance the construction of the irrigation system, agro-inputs, harvesting equipment, and packing equipment.

Existing Level of Funding

None

Additional Funding Required

N\$15,000,000

Implementation Agents

Oshikoto Fresh Fruit and Vegetables and Investor/s

Contact Person

Mr. Michael Iyambo

Director

Tel: +264-67 222 835

Fax: +264-67 220 240

Cell: +264-811244802

Email: oshikoto@gmail.com

Alt: michael.iyambo@gmail.com

3.1 AGRI-BUSINESS - Continued

3.1.11 LIVESTOCK AND CROP FARMING - FARM VOORWARTS.

Description of Business

This is an existing commercial farm that covers approximately 5,500ha.

The farm consists of two major commercial income generating units made up of livestock (400 cattle, and 300 sheep), and crop production on about 40ha (maize, beans, vegetables and fruit). The intention is to increase the crop cultivation area by 80ha through installing an irrigation system. The 80ha has already been de-bushed. The net worth of the business is evaluated at N\$6,000,000.

The business is willing to discuss with investors the financing and/technical expertise to be ploughed into increasing the crop cultivation capacity of the farm.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

Six months, which entail:

Two months: Drilling of boreholes;

Two months: Construction of tunnels; and

Two months: Installation of irrigation system.

Planned Start Date

Immediately upon availability of funds.

Geographical Location/s and Climatic Conditions

The farm is 113km from Grootfontein and 140km from Rundu, in the Otjozondjupa Region.

On average, the temperatures are always high at about 24°C. Most rainfall is during January, February and October.

Groundwater is generally available throughout the region, and the quality of water is also good in the business area.

Business Objectives

- a) Expand current farming operations into crop/vegetable production.
- b) Increase crop production capacity; and
- c) Contribute towards national programme of food self-sufficiency.

Business Requirements/Activities

- a) Drilling of boreholes;
- b) Installation of irrigation system; and
- c) Purchase of agricultural inputs and machinery.

Key Outputs

- a) Crop produce, i.e. maize and beans; and
- b) Fruit and vegetable produce.

Business Documentation and Activities Status

Fully documented business plan.

Market

- a) Local – Namibia; and
- b) Regional – Angola, Botswana, South Africa, Zambia and Zimbabwe.

Perspectives

Vast tracts of land, currently underutilised, are available. This creates various opportunities for interested investors. The scope for diversifying the final produce on the farm is unlimited.

The business-owner has already invested significant funds, which indicates his commitment and dedication to ensure the success of the business.

The Financier/Investor may need to second an expert in crop production, who will provide mentorship to the business-owner in the early stages of the operation. Thereafter, the business is likely to operate profitably.

Potential Funding Agents

- a) Financial Institutions;
- b) Private Equity Investors; and
- c) Partners.

Total Estimated Cost

N\$12,000,000 for the drilling of boreholes and installation of the tunnels and irrigation infrastructure.

Existing Level of Funding

None

Additional Funding Required

N\$12,000,000

Implementation Agents

Current business-owner and Investor/s

Contact Person

Mr. Philip Pendukeni or Ms Monika Pendukeni

Directors

P.O. Box 99017

Tauben Glen

Windhoek

Tel: +264-61 230 000

Cell: +264-814 320 201 or +264-811 296 110

3.1 AGRI-BUSINESS - Continued

3.1.12 POULTRY FARMING - AFRICHICKENS

Description of Business

The objective of Africhickens is to set up a poultry business in Namibia.

Africhickens intends to contract small-scale poultry farmers to rear chickens on its behalf. Africhickens will maintain and operate one or more broiler house/s at six distinct strategic locations around the country, which will provide chicks, feed ration, medication and technical assistance to the contracted farmers. A hatchery will be established for the supply of chicks to the small-scale farmers and Africhickens' poultry-rearing farms. In addition, commercial egg production will be developed.

An abattoir will be established in the country, where all contracted farmers will have to deliver their produce. The abattoir will have the capacity to handle 150 000 birds that will be delivered daily.

The business is primarily seeking investors in the form of financiers to provide funds for the construction of the infrastructure necessary to implement the business plan. The Ministry of Agriculture, Water and Forestry will then hold discussions with farmers interested in signing any service-provision contracts.

Thematic/Functional Area

- a) Agro-inputs;
- b) Agribusiness;
- c) Agro-technology;
- d) Agro-finance; and
- e) Agro-logistics.

Duration From Start to Date of Operations Commencement

One year, which entails

Six months: Selecting the small-scale farmers; and

Six months: Setting up the infrastructure.

Planned Start Date

January 2011

Geographical Location/s and Climatic Conditions

The business intends to establish its poultry farmers in various regions in Namibia.

Namibia's climate is typical of semi-desert terrain, with hot days and cool nights. Summer is from October to April. Average interior temperatures range from 20–34°C during the day (above 40°C recorded in the extreme north and south). The coastal regions are influenced by the cold Benguela current and enjoy stable temperatures of 15–25°C. On the central plateau with higher altitudes, temperatures are understandably lower.

Business Objectives

- a) Commence with high-value poultry and commercial egg production;
- b) Supply domestic market with competitively priced produce;
- c) Value-addition; and
- d) Increase exports

Business Requirements/Activities

- a) Create a network of farmers, who will engage in poultry farming;
- b) Provide basic infrastructure for the farmers to commence the farming;
- c) Provide the necessary training to the farmers; and
- d) Distribution of inputs and collection of the final produce.

Key Outputs

- a) Poultry produce; and
- b) Employment creation.

Business Documentation Status

Business Plan fully documented.

Market

- a) Local – Namibian;
- b) Regional – Angola, Botswana, Mozambique South Africa, Zambia, and Zimbabwe; and
- c) International – Asia, Europe, and United States of America.

Perspectives

The vertical integration strategy has been proven to be a viable model for cost-reduction and self-sufficiency in several countries like Brazil, South Africa, the United States of America, and Zimbabwe.

Currently Namibia is importing most of its poultry from South Africa. Africhickens can reduce the import gap and enable the nation to be self-sufficient regarding its poultry needs.

The business has enormous potential to create employment and alleviate poverty amongst the small-scale subsistence farmers.

Employment will be created and the price of food products will be softened once the poultry farmers' base has been fully established.

Potential Business Partners

- a) Land-owners willing to embark on poultry farming;
- b) Namibian Investors; and
- c) International Investors.

Total Estimated Cost

US\$105,000,000

Existing Level of Funding

US\$75,000,000

Additional Funding Required

US\$30,000,000 for construction of broiler houses, shades, water facilities, construction of a silo and chemical treatment of chicken manure to produce fertilizer for crop cultivation.

Implementation Agents

Ministry of Agriculture, Water and Forestry,
Africa Frangas Ltda and Investors.

Supported by Brazilian Producers BOAV Alimentos Ltda, Granja Planalto Ltda, Granja Carvalho Ltda.

Contact Person

Mr. Nelson Latorre

Tel: +55-11 3040 2791

Cell: +55-11 9282 3142

Cell Whk: +264-85 593 3846

Email: nelson.latorre@afriachickens.com

3.1 AGRI-BUSINESS - Continued

3.1.13 INTERGRATED FEEDS & BROILER PROJECT - FEEDMASTER

Description of Business

The total Namibian consumption of whole birds (chickens) is estimated at 250,000 birds per week. An estimated 200,000 birds per week, which is 80% of the total consumption, is imported and distributed through retail outlets.

The information above and other extensive research have motivated NMI Namibia, a Holding Company with subsidiaries in the agricultural industry to establish Namib Poultry Industries for the poultry farming business. This will be fully integrated to cater for supply of poultry feed, rearing poultry, a hatchery and an abattoir.

The company has already identified key employees required for the business operations.

The business is seeking for financial investors. The business has set aside 40% possible private equity shareholding in the new business. The finance will be used for capital expenditure and operational costs.

Thematic/Functional Area

- a) Agro-inputs;
- b) Agribusiness; and
- c) Agro-technology.

Duration From Start to Date of Operations Commencement

One year

This entails construction of the facility, purchase and installation of the required plant and machinery.

Planned Start Date

January 2011

Geographical Location/s and Climatic Conditions

Windhoek, the capital city of Namibia, which is located in the central highlands of Namibia in the Khomas Region is around 1,700m (5,600ft) above sea level.

Windhoek is situated in a semi-arid climatic zone. Days are mostly warm with very hot days during the summer months, while nights are generally cool. The average annual temperature is 19.47°C (67.05°F), which is high for a site at such a high altitude on the edge of the tropics. This is mainly due to the prevalence of a warm northerly airflow and the mountains to the south, which shelter the city from cold southerly winds.

Business Objectives

- a) Supply superior and affordable foods;
- b) Create employment; and
- c) Contribute towards the national programme of self-sufficiency in food products.

Business Requirements/Activities

- a) Poultry Farming; and
- b) Egg Production.

Key Outputs

Poultry produce.

Business Documentation Status

Business plan is fully documented, including all technical and financial scenarios.

Market

- a) Local – within Namibia;
- b) Regional – Angola, Zambia, Botswana, South Africa; and
- c) International – Other African or European states.

Perspectives

The Holding Company already has business interests in South Africa and has built a reputable brand name through its subsidiaries, Voormeester and Namib Mills, which are major players in the agricultural industry.

The massive impact of the business on the national economy and society is likely to draw support from the economic and social sectors.

The business idea has been well conceptualised and has the necessary technical experts to implement the initiative once funds are available. The business intends to tap into the market that is currently serviced by international suppliers to the tune of 80%.

Potential Business Partners

- a) Institutional Investors;
- b) Private Equity Investors; and
- c) Commercial Banks.

Total Estimated Cost

N\$300,000,000 for land and buildings, motor vehicles, plant and equipment and working capital.

Existing Level of Funding

None

Additional Funding Required

N\$300,000,000

Implementation Agents

Namib Poultry Industries and Financiers' Financial Team

Contact Person

Mr. Gys White

General Manager

Namib Poultry Industries (Pty) Ltd

P.O. Box 20276

Windhoek

Namibia

Tel: +264-61 218 713

Fax: +264-61 262 056

Cell: +264-81 128 9891

3.1 AGRI-BUSINESS - Continued

3.1.14 DIVERSIFIED AGRICULTURAL FARMING - M. AMKONGO

Description of Business

A business opportunity beckons on prime farmland with a total size of 3,300ha. The farm has a vast water supply, enormous variety of game, fertile soils, grasslands and exploitable woodlands for firewood and charcoal production.

The promoter is willing to engage in the following;

- a) cattle ranching;
- b) game hunting;
- c) firewood and charcoal production; and
- d) crop production.

To unleash the full potential of the farm, the business is seeking for financial and/technical partners to partner in establishing the farm.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

Eight months

Months 1–4: Game-proof fencing; infrastructure development.

Months 4–8: Irrigation systems, machinery, equipment and implements

Planned Start Date

January 2011

Geographical Location/s and Climatic Conditions

40km west of Tsumeb, at the border of the Etosha National Park, in the Oshikoto Region.

The business is located in the Guinas Basin with good underground water resources. The climate is sub-tropical having a mean maximum temperature of 29.7°C and a mean minimum of 14.4°C. The average rainfall is 555mm per annum.

Business Objectives

- a) Maximise profit;
- b) Create employment; and
- c) Increase country's self sufficiency on food resources.

Business Requirements/Activities

- a) Completion of the Business Plan development;
- b) Procurement and construction of the infrastructure as determined in the business plan; and
- c) Commencement of the identified farming activities.

Key Outputs

- a) Crop produce;
- b) Fuel in the form of charcoal;
- c) Livestock production; and
- d) Location for tourism activities.

Business Documentation Status

Complete Business plan to be finalised by December 2010.

Market

- a) The local market; and
- b) International markets mainly for the tourism.

Perspectives

The location of the farm on the border of the Etosha National Park and also in the Guinas Water Basin, where there is good woodland and vegetation, makes the proposed business viable.

Potential Funding Agents

- a) Technical Partners;
- b) Financial Partners;
- c) Development Banks; and
- d) Private Equity Firms.

Total Estimated Cost

N\$15,200,000

- a) Farm infrastructure: N\$513,000
- b) Cattle Ranching: N\$1,300,000

- c) Game hunting: N\$1,500,000
- d) Firewood/charcoal production: N\$321,000
- e) Crop Production: N\$11,600,000

Existing Level of Funding

Owner's contribution of at least 10%

Additional Funding Required

N\$13,700,000

Implementation Agents

Farm Nadubib Owner and Investor/s

Contact Person

Mr. Mahevo Amkongo

P.O. Box 22266, Windhoek, Namibia

Tel: +264 61 214774

Fax: +264 61 214447

Cell : +264-811281287

E-mail: opp@mweb.com.na

3.1 AGRI-BUSINESS - Continued

3.1.15 VARIETY OF CROPS - AEROPONICS FARMING

Description of Business

Aeroponic farming is the science of organically growing high-value crops through the utilisation of mist and water. Crops are grown in a medium that only contains the nutrients; plus water, light, oxygen, and carbon dioxide, without the use of soil.

The entity intends to produce tomatoes, strawberries, egg plants, herb varieties, lettuce and peppers through aeroponic farming. Annual turnover is estimated at N\$3,000,000.

The business is looking for an investment of N\$14,000,000 that will encompass land, equipment and facility modifications. Investors with financial and/technical expertise are being sought. The promoter possesses the skilled labour and technical expertise needed to undertake the business operations.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-technology.

Duration From Start to Date of Operations Commencement

One year.

Planned Start Date

As soon as investment is available.

Geographical Location/s and Climatic Conditions

Windhoek, Khomas Region, Central Namibia.

Windhoek is situated in a semi-arid climatic zone. Days are mostly warm with very hot days during the summer months, while nights are generally cool. The average annual temperature is 19.47°C (67.05°F), which is high for a site at such a high altitude on the edge of the tropics.

Business Objectives

- a) Maximise profit;
- b) Create employment;
- c) Contribute to national food self-sufficiency; and
- d) Service the lucrative export market.

Business Requirements/Activities

- a) Acquire land for greenhouse set up;
- b) Construct greenhouses;
- c) Install aeroponic equipment; and
- d) Develop a marketing strategy.

Key Outputs

A variety of vegetables

Business Documentation Status

A business plan is in progress.

Market

- a) Local – within Namibia;
- b) Regional – Angola, Botswana, Mozambique, South Africa, Zambia and Zimbabwe; and
- c) International – Europe, United States of America.

Perspectives

There is a high demand for organically grown food in the world. Trends indicate an increased demand for organically grown products over the past decade in especially Europe and the United States of America, as consumers gain more knowledge on the health benefits of organically grown products.

Namibia is a key tourist destination that will provide a platform for the business to market the organically grown produce.

With an export market that is increasingly demanding organic products, a viable business prospect has been created.

Potential Funding Agents

- a) Private Equity;
- b) Technical Partners;
- c) Venture Capital; and
- d) Financial Institutions.

Total Estimated Cost

N\$14,000,000

The funds will be utilised to procure land, equipment, and working capital.

Existing Level of Funding

None

Additional Funding Required

N\$14,000,000

Implementation Agents

Aeroponic Farming and Investor/s.

Contact Person

Ms Drusilla Anuszkiewicz

Cell: + 264-81 411 3245

Email: danuszkiewicz@gmail.com

3.1 AGRI-BUSINESS - Continued

3.1.16 FEEDLOT - CHILWELO

Description of Business

Chilwelo Feedlot proposes a business that will focus on:

- a) providing overnight or short-term hosting facilities for cattle and sheep reared by small-scale farmers awaiting sale through auctions or wholesale buyers; and
- b) rearing its own livestock for disposal. The livestock will include cattle, sheep and goats.

It is anticipated that this business will generate revenue of about N\$2,000,000 annually.

The promoter has access to communal land, where the feedlot can be constructed.

The entity is seeking investment to construct and operate the feedlot for livestock in the Caprivi Region. The business is also willing to discuss with investors that have technical expertise to successfully set up the feedlot business in partnership.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-logistics.

Duration From Start to Date of Operations Commencement

One year, which entails construction of the infrastructure.

Planned Start Date

As soon as the investment has been secured.

Geographical Location/s and Climatic Conditions

Katima Mulilo, Caprivi Region, north-eastern Namibia.

The Caprivi falls within a sub-tropical climatic zone and receives moderate rainfall (December to March).

Business Objectives

- a) Create employment;
- b) Provide small-scale farmers with a vehicle to dispose of their livestock profitably;
- c) Maximise profit; and
- d) Empower previously disadvantaged farmers in the area.

Business Requirements/Activities

- a) Construct feedlot;
- b) Procurement of own livestock;
- c) Negotiate supplier and distribution agreements; and
- d) Market the business to farmers in the region.

Key Outputs

- a) Well-maintained livestock that can obtain a premium price on the market; and
- b) Organised marketing activity for surrounding small-scale farmers.

Business Documentation Status

Business plan is in progress.

Market

- a) Local – surrounding small and commercial farmers and the nearest abattoirs.
- b) Regional – Zambia and Angola.

Perspectives

Namibia is currently experiencing underutilisation of its abattoirs due to low numbers of cattle being availed for slaughter. In addition, there are no established feedlots in the northern part of Namibia. Therefore, a feedlot of this nature will assist in addressing this anomaly.

The business will also have very low operational costs as much of the livestock feed will be produced from the crops cultivated by the communal farmers.

Therefore, once

Potential Funding Agents

- a) Private Equity;
- b) Technical Partner;
- c) Venture Capital; and
- d) Financial Institutions.

Total Estimated Cost

N\$11,000,000

The capital investment required is to develop the infrastructure and assist in working capital financing.

Existing Level of Funding

None

Additional Funding Required

N\$11,000,000.00

Implementation Agents

Chilwelo Feedlot and Investor/s

Contact Person

Ms. Martha Iwauze Nzwile

Promoter

Chilwelo Feedlot Business

Cell: +264-81 299 1416

3.1 AGRI-BUSINESS - Continued

3.1.17 SEEDLING NURSERY - MILLENNIUM TRADING CC

Description of Business

Millennium Trading is proposing to establish and operate a 50 000m² plant and seedling nursery tunnel with a greenhouse. The marketing concept is to produce and sell seedling trays of onions; cabbages; spinach; butternuts; carrots; peppers; tomatoes and other high-value vegetables, plus organic vegetables to an existing farmer's network, vegetable markets and walk-in customers.

The entity has the technical skills needed to successfully implement and operate a seedling nursery. It will produce crops all year round by using an automated watering system, misting system, hot house and greenhouse techniques.

The projected annual turnover for the first year is estimated at N\$3,000,000. It is expected to increase as the business expands in subsequent years.

Capital investment is required to develop the infrastructure and facilities such as the seedling nursery tunnel and greenhouse that are necessary to commence operations.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-inputs.

Duration From Start to Date of Operations Commencement

One year.

Planned Start Date

As soon as the finance has been secured.

Geographical Location/s and Climatic Conditions

Mariental, Hardap Region, southern part of Namibia.

Business Objectives

- a) Commence seedling production;
- b) Supply farmers and manufacturers; and
- c) Create employment.

Business Requirements/Activities

Investment to begin infrastructural development on the nursery tunnels and greenhouse.

Key Outputs

- a) Nursery infrastructure; and
- b) Seedlings of various types.

Business Documentation Status

Business plan.

Market

- a) Local – Namibian farmers; and
- b) Regional – Angola, Botswana and Zambia.

Perspectives

With the current national initiatives to expand agricultural activities including crop cultivation, there is scope that once the business is established there will be a growing local demand for seedlings. Locally-produced seedlings will provide a lower cost alternative to imported seedlings. With few players already in the industry, the business will enjoy first-mover advantage.

Potential Funding Agents

- a) Private Equity;
- b) Capital; and
- c) Financial Institutions.

Total Estimated Cost

N\$10,000,000

Existing Level of Funding

None

Additional Funding Required

N\$10,000,000

Implementation Agents

Millennium Trading and Investor/s

Contact Person

Mr. Wayne Harris

Director

Millennium Trading CC

Tel: +264-61 230 529

Cell: +264-81 332 6782

3.1 AGRI-BUSINESS - Continued

3.1.18 AGRONOMIC FARMING - DASH ENTERPRISES CC

Description of Business

The business intends to engage in horticultural production on a 50ha piece of land. The main produce will be tomatoes, cabbages, carrots and cucumbers.

The land will be leased from the Municipality of Okahandja on a 99year lease agreement.

Feasibility studies on the productivity of the land have been carried out and indicate that the land has the potential for high crop yields per hectare. The business promoter is willing to hold discussions with financial and/technical investors.

The promoter is seeking funding to finance the following: De-bushing the land; installing an irrigation system; constructing greenhouses and preparing the land for cultivation.

Thematic/Functional Area

Agribusiness.

Duration From Start to Date of Operations Commencement

Already in progress.

Planned Start Date

January 2011.

Geographical Location/s and Climatic Conditions

Okahandja, Otjozondjupa Region

The area receives above-average rainfall. The weather in Okahandja is mild. During summer, (from September to March) when it is relatively hot, temperatures of up to 45°C during midday are not uncommon.

Business Objectives

- a) Maximise profit;
- b) Create employment for socio-economic empowerment; and
- c) Contribute to sustainable national food security.

Business Requirements/Activities

- a) De-bush the land;
- b) Construction of greenhouses;
- c) Procurement of equipment; and
- d) Construction of warehouses.

Key Outputs

- a) Fresh, high quality green vegetables; and
- b) Various fruit types.

Business Documentation Status

- a) Business plan is fully documented.

Market

- a) Local; and
- b) Regional – Angola, Zambia and Zimbabwe.

Perspectives

Horticultural production has immense potential in Namibia as currently the country imports agro-products such as cereals, potatoes, and tomatoes.

With the Government initiatives to construct fresh produce markets, there is scope that the business will benefit from increased demand for its produce.

Potential Funding Agents

- a) Private Investors;
- b) Joint Venture;
- c) International Investors; and
- d) Financial Institutions.

Total Estimated Cost

N\$24,000,000

Existing Level of Funding

N\$500,000

Additional Funding Required

N\$23,500,000

Implementation Agents

Mr. Dalton Ashikoto and Investor/s

Contact Person

Mr. Dalton Ashikoto

Managing Director

Tel: +264-61 245 884

Cell: +264-811 242 484

Email: dalton@azafrica.com

3.1 AGRI-BUSINESS - Continued

3.1.19 AQUACULTURE - ALGAE BIOTECHNOLOGY PRODUCTS (ABP)

Description of Business

ABP intends to establish a manufacturing plant to produce a variety of health-food supplements (carotenoids and omega-3 oils), and ultimately biodiesel from algae.

Working in partnership with two village councils in Namibia, the business has identified suitable sites to construct dams that will supply algae to the business. The business has already secured the support of two international groups in the health-food supplement industry.

The business is willing to negotiate with investors with financial and/technical expertise to commence operations.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-technology

Duration From Start to Date of Operations Commencement

One year

Planned Start Date

Already in progress

Geographical Location/s and Climatic Conditions

Keetmanshoop, Karas Region, in the southern part of Namibia.

This area receives an average of 138mm of rainfall per year. Average sunlight hours range between 9.6–11 hours per day.

Business Objectives

- a) Maximise profit;
- b) Create employment for socio-economic empowerment;
- c) Contribute to sustainable national food and energy security.

Business Requirements/Activities

- a) Establishment of a commercial plant to produce health-food supplements from algae;
- b) Production of biodiesel from algae; and
- c) Research and development in stock-feed production.

Key Outputs

- a) Production of health food supplements;
- b) Profit maximised;
- c) Production of biodiesel; and
- d) Production of stock-feed.

Business Documentation Status

Business plan is fully documented.

Market

- a) Local; and
- b) International.

Perspectives

With a top-quality, globally-experienced team of experts in the health-food supplement and biofuels sectors, the business will be breaking new ground, not only in Namibia but in Africa.

The business can provide both economic and social benefits to the community. It has massive potential to tap into the regional and international markets with little competition. The industry is capital-intensive and requires specialised knowledge, thus making it difficult for new entrants that may take away profits within the market.

Potential Funding Agents

- a) Private Investors;
- b) Joint Venture;
- c) Technical Investors;
- d) International Investors;
- e) Financial Institutions; and
- f) Asset Lease Companies.

Total Estimated Cost

N\$150,000,000

Existing Level of Funding

N\$90,000,000

Additional Funding Required

N\$60,000,000

Implementation Agents

Algae Biotechnology Products

Contact Person

Mr. Leevi J. Tshoopara

Managing Director

Cell: +264-81 127 1778

Cell: +264-81 424 0268

Fax-to-E-mail Number: 088619901

E-mail Acc 01: obuzu@iway.na

E-mail Acc 02: ltshoopara@yahoo.com

3.1 AGRI-BUSINESS - Continued

3.1.20 BIO DIESEL PRODUCTION - GREEN AGRICULTURAL TECHNOLOGIES

Description of Business

Manufacturing Consultancy Services proposes to establish a biodiesel cultivation business that incorporates farmers. The farmers will be trained on basic horticultural practices in growing *Jatropha curcas*, wild basil, and neem trees.

During the first year, 100 farmers will have their ground leveled by a mechanical ripper with 1m-spacing intervals. Inputs such as fertilizers, herbicides, equipment and seeds will be provided, as well as the consequent training.

Although it will take 4–6years before the plants can produce the oil needed to generate revenue, the entity anticipates increasing the number of participating farmers on a monthly basis, until 250,000 farmers are involved. At this stage, the economic impact of the revenue derived from biofuel will be substantial.

The funds will be used to first establish 100 farms in the north with seeds, extension services and ploughing services.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-technology.

Duration From Start to Date of Operations Commencement

Three years for training

Planned Start Date

As soon as the funds are available.

Geographical Location/s and Climatic Conditions

Northern regions of Namibia, with a sub-tropical climate, i.e. with very hot summers and mild winters. The mean maximum temperature is 29.7°C, while the mean minimum temperature is 14.4°C. The average rainfall is 555mm per annum.

Business Objectives

- a) Develop and sustain a biodiesel production model;
- b) Empower local farmers; and
- c) Expand supply chain.

Business Requirements/Activities

- a) Training of 100 farmers for land preparation;
- b) Procure mechanical and manual oil extraction equipment; and
- c) Distribution chain.

Key Outputs

- a) Biodiesel; and
- b) Biological pest-repellents.

Business Documentation Status

Business plan is available.

Market

- a) Local – within Namibia;
- b) Regional – SADC countries and further north; and
- c) Export – outside Africa.

Perspectives

With the current drive by the Government to promote agriculture and the need to identify options that will empower previously disadvantaged individuals, the entity has identified a viable business model.

Throughout the world there is a great need for biodiesel products and with by-products such as paraffin, soap and mosquito repellent, the regions will benefit from the projects.

Potential Funding Agents

- a) Government;
- b) Private Equity; and
- c) Financial Institutions.

Total Estimated Cost

N\$2,600,000

Existing Level of Funding

None

Additional Funding Required

N\$2,600,000

Implementation Agents

Manufacturing Consultancy Services and Investor

Contact Person

Mr. Horst Heimstadt

Director

Cell: +264-81 272 3413

Email: heim@mweb.com.na

3.1 AGRI-BUSINESS - Continued

3.1.21 MILLING - OPOTO MAHANGU CRUSHER TRADING

Description of Business

Opoto Mahangu Crusher Trading is a rural establishment that determined that processing mahangu (pearl millet) would be a niche service in the area. The business began to provide milling services to local residents and after a few years, the operations expanded.

The expansion has fueled a need to supply additional services, including wheat and sunflower processing. These new services will cater to the requirements of current customers and also attract new clientele.

The turn-over during the first year of operation in 2008 was more than N\$ 400,000 from milling activities alone.

The products were distributed in Oshakati, Oranjemund and Walvis Bay through local supermarkets.

The entity requires investment to procure new milling machinery and oil processing machinery to expand its operations.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

Six months

Planned Start Date

As soon as the funds have been secured.

Geographical Location/s and Climatic Conditions

Akweenyanga, Oshana Region, North-Central Namibia.

The region has a warm climate with a mean annual temperature of between 26–30°C and annual rainfall of 400mm.

Business Objectives

- a) Meet demand requirements;
- b) Maximise profits; and
- c) Create employment.

Business Requirements/Activities

- a) Procure equipment; and
- b) Expand current manufacturing base.

Key Outputs

- a) Increased supply of milled products;
- b) Increased variety of products; and
- c) Value-addition.

Business Documentation Status

Business plan is in progress.

Market

- a) Local – within Namibia; and
- b) Regional – Angola and Zambia.

Perspectives

The value-addition provided by the entity to local farmers will promote economic participation and is in line with the Government Vision 2030.

Potential Funding Agents

- a) Private Equity;
- b) Venture Capital; and
- c) Financial Institutions.

Total Estimated Cost

N\$18,000,000

Existing Level of Funding

None

Additional Funding Required

N\$18,000,000

Implementation Agents

Opoto Mahangu Crusher Trading and Investor/s

Contact Person

Ms Ferdina Magano Inkono
P.O. Box 136
Oshakati
Cell: +264-81 248 1285

3.1 AGRI-BUSINESS - Continued

3.1.22 AQUACULTURE - RAINBOW FISH FARMING

Description of Business

Rainbow Fish Farming is an envisaged business that will integrate aquaculture and horticulture. The aquaculture will specialise in farming Tilapia. The promoters have acquired 11ha and will construct 13 earth ponds covering an area of 6ha. The remaining 5ha will be used for horticulture, where various crops such as carrots, cabbages, butternuts and tomatoes will be planted.

Each pond will be harvested after a year, which is the fish production cycle, with turnover estimated at N\$1,300,000 for the overall fish production.

The entity is seeking funds to build the ponds, for water pumps and bulk service development and operating capital. In addition, the funds will be used to implement an irrigation system for crop production.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

One year

Planned Start Date

As soon as the funds are available.

Geographical Location/s and Climatic Conditions

Onesi Constituency, Omusati Region, North-Central Namibia.

The region has a warm climate with a mean annual temperature of between 26–30°C and annual rainfall of 400mm.

Business Objectives

- a) Develop and sustain aquaculture industry;
- b) Product for export; and
- c) Create employment.

Business Requirements/Activities

- a) Infrastructure development; and
- b) Procurement of equipment and inputs.

Key Outputs

- a) Fish production; and
- b) Crop Production.

Business Documentation Status

Business plan available

Market

- a) Local – within Namibia; and
- b) Regional – mainly SADC countries.

Perspectives

With the current drive by the Government to develop rural areas and increase food security nationwide, the entity has identified a viable business model.

Local customers will be able to purchase the products at a reduced price as the factors of production will be localised.

Potential Funding Agents

- a) Venture Capital;
- b) Private Equity; and
- c) Financial Institutions.

Total Estimated Cost

N\$1,800,000

Existing Level of Funding

None

Additional Funding Required

N\$1,800,000

Implementation Agents

Rainbow Fish Farming and Investor/s

Contact Person

Mr. Matheus M. Shikongo

Director

P.O. Box 1180, Walvis Bay

Namibia

Cell: +264-811 47 5175

3.1 AGRI-BUSINESS - Continued

3.1.23 FLOWER HORTICULTURE - FLOWERS FOR ALL

Description of Business

Flowers For All is an entity that will focus on the production of quality flowers for wholesale. It will focus on growing roses, freesias, lilies, dahlias, carnations and zinnias and selling them to contract buyers, auctions and retail flower shops.

The entity intends to establish itself within the floriculture industry for premium quality cut-flowers through training and using modern systems such as greenhouses, climate controllers and automatic watering systems.

The entity has projected a turnover of N\$3,000,000 per annum.

To commence operations, the entity requires an investment for bulk services; greenhouse facilities; equipment; and operating capital.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

One year.

Planned Start Date

As soon as the funds are available.

Geographical Location/s and Climatic Conditions

Windhoek, Khomas Region, central part of Namibia.

Windhoek is situated in a semi-arid climatic zone. Days are mostly warm with very hot days during the summer months, while nights are generally cool. The average annual temperature is 19.47°C (67.05°F).

Business Objectives

- a) Develop and sustain a floriculture business;
- b) Maximise profits; and
- c) Produce for export.

Business Requirements/Activities

- a) On-land development;
- b) Commence floriculture operations;
- c) Wholesale chain establishment.

Key Outputs

- a) Quality flowers; and
- b) Wholesale distribution.

Business Documentation Status

Business plan is in progress.

Market

- a) Local – within Namibia;
- b) Regional – mainly SADC countries; and
- c) Export – outside Africa.

Perspectives

Floriculture in Namibia has great potential, especially for export. By using modern techniques to grow the flowers, the entity can guarantee an all-year round production of flowers.

Potential Funding Agents

- a) Venture Capital;
- b) Private Equity; and
- c) Financial Institutions.

Total Estimated Cost

N\$10,000,000

Existing Level of Funding

N\$3,500,000

Additional Funding Required

N\$10,000,000

Implementation Agents

Cut Flower Greenhouse and Investor/s

Contact Person

Mr. Roger Lennitch

Director

P.O. Box 2776

Windhock

Email: rlennitch@gmail.com

3.1 AGRI-BUSINESS - Continued

3.1.24 POULTRY PRODUCTION - FARM RIVERA

Description of Business

Farm Rivera is a farm located in Mariental, in the southern part of Namibia. The location consists of 2,341ha that are used for small and large livestock.

At present the entity intends on diversifying its current business to include poultry. The poultry farm will be the first in the Hardap Region and will improve the livelihood of many residents.

The entity estimates that it will produce 100,000 chickens ready to be slaughtered and marketed in a six-week cycle. The estimated turnover is N\$3,600,000 per annum.

To establish the facility, an investment of N\$10,000,000 is needed to develop the poultry farming infrastructure and to procure machinery, broilers, feeds, and chicken medication.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

One year

Planned Start Date

As soon as the funds are available.

Geographical Location/s and Climatic Conditions

Mariental, Hardap Region, southern part of Namibia.

Business Objectives

- a) Develop and sustain a poultry farm;
- b) Maximise profits; and
- c) Create employment.

Business Requirements/Activities

- a) Facility development;
- b) Procure equipment and machinery; and
- c) Acquire broilers, feed and vaccine.

Key Outputs

- a) Poultry for consumption; and
- b) Value-addition.

Business Documentation Status

Business plan is available

Market

- a) Local – within Namibia;
- b) Regional – mainly SADC countries; and
- c) Export – outside Africa.

Perspectives

Currently Namibia is importing most of its poultry from South Africa. With adequate investment, Farm Rivera can reduce the import gap and enable the nation to fully satisfy its poultry needs. Employment will be created and the price of poultry products will be softened once the manufacturing base is fully operational.

Potential Funding Agents

- a) Government;
- b) Private Equity; and
- c) Financial Institutions.

Total Estimated Cost

N\$10,000,000

Existing Level of Funding

None.

Additional Funding Required

N\$10,000,000

Implementation Agents

Rivera Poburke Farm and Investor/s

Contact Person

Mr. Raymond Masuku

Director

P.O. Box 40301

Ausspannplatz

Windhoek

Tel: +264-61 299 6016

Cell: +264-81 299 6016

Email: masukuraymond@yahoo.com

3.2 AGRO-TECHNOLOGY

3.2.1 AGRICULTURAL TECHNOLOGY ADAPTATION CENTRES

Description of Business

The Government of the Republic of Namibia intends to establish and develop business partnerships and collaboration with companies that have expertise in manufacturing assorted farm implements and machinery, and the adaptation thereof to suit the local farming conditions.

The business initiative seeks to establish two technology adaptation centres in Ongwediva and Rundu, in or near the business hubs, to serve the North-Central and North-eastern crop-producing regions, respectively. The centres' main activities will be to:

- a) Conduct research and other relevant studies resulting in the development or manufacturing of farming equipment that can efficiently and effectively enhance the productive capacity of national farmers;
- b) Develop rippers, cultivators, planters, ploughs and other agricultural implements appropriate to local farming conditions; and
- c) Provide training to Namibians to manufacture and adapt tractors to suit Namibian farming conditions.

The Government is willing to negotiate with financially and/technically equipped investors, who can ensure that the centres are operationalised and profitably managed.

Thematic/Functional Area

Agro-technology

Duration From Start to Date of Operations Commencement

Two years, which will entail;

Year 1: Appointment of consultants; Business planning and design

Year 2: Tender process; Construction of centres; plant and equipment installation.

Planned Start Date

Already in progress.

Geographical Location/s and Climatic Conditions

Ongwediva, Oshana Region

Rundu, Kavango Region

Business Objectives

- a) Create centres to ensure that the nation has the necessary technology to maximise agricultural production;
- b) Adapt farming equipment to best suit local conditions; and
- c) Enhance farming skills and technical knowledge within the country.

Business Requirements/Activities

- a) Identify the financial needs, technical expertise and additional resources required to establish the centres;
- b) Develop methodology of implementation;
- c) Assess viability of business model; and
- d) Implement design according to key findings in the plan.

Key Outputs

- a) Setting up of adaptation centres;
- b) Research and development capacity in the manufacturing of farm implements;
- c) Developing national capacity in manufacturing farm implements; and
- d) Appropriate and efficient farm implements locally developed and contributing to increased productivity and therefore increased yield.

Business Documentation Status

Consultant's reports on the feasibility and development of centre infrastructure and costing plans will be ready by December 2010.

Market

- a) Local – Namibian farmers; and
- b) Regional – Angola, Botswana, Mozambique, and Zambia.

Perspectives

Sustainable agricultural development will be enhanced as farmers gain access to suitable and affordable farming skills. This is expected to transform some subsistence-oriented agricultural production systems in Namibia's communal areas (consisting of 100,500 households and 733,000 rural people) into commercially-oriented farmers, who will then raise the demand for the equipment produced from the centres.

The skills and knowledge developed from these centres can be used to grow the agricultural sector and raise the demand for the final products from the agricultural technology adaptation centres.

Potential Funding Agents

The Government is willing to engage the following investors to participate in Public-Private Partnerships in infrastructure development; technology development; and skills transfer.

- a) Financial Investors; and
- b) Technical Investors.

Total Estimated Cost

N\$33,000,000

The amount will be invested in site works, buildings, contractors, equipment and professional services.

Existing Level of Funding

N\$10,000,000 Government contribution

Additional Funding Required

N\$23,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry and Investor/s.

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.2 AGRO-TECHNOLOGY - Continued

3.2.2 FARMING EQUIPMENT MANUFACTURING - FRANCHISE NAMIBIA CC

Description of Business

Franchise Namibia is a manufacturer and distributor of a wide range of farming equipment such as cultivators, rotavators, hammer mills, and 2.5t trailers for a number of international companies. At present, there is one manufacturing plant in Windhoek.

The annual turnover of the business is estimated at N\$2,500,000.

The business intends to establish dealerships and service centres throughout the major towns in Namibia through borrowing and/entering into partnerships with manufacturers dealing in similar agricultural equipment.

The business promoter is willing to discuss with investors who have the financing and/technical expertise.

Thematic/Functional Area

Agro-technology

Duration From Start to Date of Operations Commencement

The business is already operational.

Planned Start Date

Already in progress.

Geographical Location/s and Climatic Conditions

The major manufacturing plant is established in Windhoek, the capital of Namibia. The sales and distribution dealerships can be spread out throughout Namibia.

Business Objectives

- a) Produce low-cost farming equipment; and
- b) Contribute to enhancing productive capacity of communal farmers.

Business Requirements/Activities

- a) Open branches in major towns;
- b) Manufacturing of farming implements;
- c) Sales and distribution of farming implements; and
- d) Provide after-sales service on implements.

Key Outputs

- a) Presence of business in all major towns;
- b) Manufacture and sale of farming equipment such as trailers, cultivators, planters, spray cannons and row planters; and
- c) After-sales service for the equipment distributed by the business.

Business Documentation and Activities Status

Business Plan is in progress.

Market

- a) The major target will be the low-income small-scale farmers;
- b) Local – Namibian farmers; and
- c) Regional – Angola, Botswana, Mozambique, South Africa, Zambia and Zimbabwe.

Perspectives

With the current agricultural drive by the Government, the business has identified a market that is currently underserved. Availing farming equipment to the low-income communal farmers is likely to draw significant national support.

The promoters of the business have intimate knowledge of the local market and are well-positioned to strategically market the business.

Potential Funding Agents

- a) Private Equity Financiers;
- b) Institutional Investors;
- c) Technical Experts; and
- d) Reputable Brand Suppliers.

Total Estimated Cost

N\$2,000,000

Existing Level of Funding

None

Additional Funding Required

N\$2,000,000

Implementation Agents

Franchise Namibia CC and Investor/s

Contact Person

Mr. Jeremia K. Tobias

Executive Director

Franchise Namibia CC

Tel: +264-61 210 017

Fax: +264-61 210 019

Cell: +264-811 271 613

Email: jtobias@iway.na

3.3 AGRO-LOGISTICS AND SUPPLY

3.3.1 PRODUCE MARKET CENTRE - OLUSHANDJA HORTICULTURE ASSOCIATION

Description of Business

Olushandja Horticulture Producer Association (OHPA) is an association of produce farmers in the Omusati Region. The association consists of 35 farmers, who have access to land around the Olushandja Dam.

The association intends to construct a market centre where produce from the farmers can be stored, sold or delivered to supermarkets. It is anticipated that the total produce from the market will generate an annual turnover of N\$3,000,000.

Therefore, OHPA seeks investment for setting up the centre. The capital investment will be used for construction of a sorting and packaging facility, construction of a cold storage facility, and procurement of vehicles to transport the produce to supermarkets.

The association is willing to partner investors with financial and/or technical expertise to establish the centre.

Thematic/Functional Area

Agribusiness

Duration From Start to Date of Operations Commencement

Six months, which will entail:

- a) Organisation of marketing and logistical plan; and
- b) Construction of the market centre.

Planned Start Date

As soon as funds are secured.

Geographical Location/s and Climatic Conditions

39km west of Outapi, Omusati Region, North-Central Namibia.

The region has a warm climate with a mean annual temperature of between 26–30°C and annual rainfall of 270mm.

Business Objectives

- a) Establish an organised market for agriculture produce; and
- b) Create employment for surrounding farmers.

Business Requirements/Activities

- a) Construction of marketing centre;
- b) Construction of storage infrastructure;
- c) Market chain development; and
- d) Logistic plan.

Key Outputs

- a) Employment creation; and
- b) Organised marketing centre.

Business Documentation Status

Feasibility study and business plan fully documented.

Market

- a) Local;
- b) Regional; and
- c) International.

Perspectives

The market centre is a way of ensuring that the supermarkets have a central point where they can procure agricultural produce. The benefits of partnering with the OHPA would be a long-term benefit of guaranteeing fresh best quality products.

The market centre can also be considered as a social responsibility as it will create employment and alleviate poverty in the community.

Potential Funding Agents

- a) Venture Capital;
- b) Established Supermarkets; and
- c) Financial Institutions.

Total Estimated Cost

N\$2,100,000

The investment will be used to construct a marketing centre, storage facilities, market chain development and procure vehicles for distribution of produce.

Existing Level of Funding

N\$600,000

Additional Funding Required

N\$2,100,000

Implementation Agents

Olushandja Horticulture Producer Association and Investor/s

Contact Person

Mr. Melvin M. Lisao

Project Coordinator

Capacity through Local Level Co-ordination

Tel: +264-65 233 826

Cell: +264-812336374

Email: mmlisao@yahoo.com

3.3 AGRO-LOGISTICS AND SUPPLY - Continued

3.3.2 FRESH PRODUCE MARKET INFRASTRUCTURE DEVELOPMENT

Description of Business

The Government intends to construct markets, where fresh produce can be traded. The markets will encourage increased local production and marketing of agricultural products, which will reduce the dependency on imported products. National fresh produce consumption is estimated at N\$468,200,000 (122,291 tonnes) per year, 70% of which is imported from South Africa. It is anticipated that each of the markets will have an average turn-over of about N\$3,000,000 per annum.

The first four markets will be constructed in Rundu, Ongwediva, Oshikango and Windhoek. To date, developments are as follows:

Rundu – de-bushing and construction of bulk infrastructure service has begun;

Ongwediva – bulk infrastructure and relocation of residence from site is in progress; and

Windhoek – presently negotiating on the location.

Investors with financial and/technical expertise are sought to partner with the Government in the construction and operation of the fresh produce markets.

Thematic/Functional Area

- a) Agribusiness; and
- b) Agro-logistics.

Duration From Start to Date of Operations Commencement

Two years.

Planned Start Date

Already in progress.

Geographical Location/s and Climatic Conditions

- a) Windhoek, Khomas Region;
- b) Rundu, Kavango Region;
- c) Ongwediva, Oshana Region; and
- d) Oshikango, Ohangwena Region.

Business Objectives

- a) Create markets where farmers can deliver and trade their produce;
- b) Ensure all farmers have an accessible venue to market their produce; and
- c) Reduce dependency on imports.

Business Requirements/Activities

- a) Business marketing plan;
- b) Construction of the market centres; and
- c) Negotiate for supply agreements and implementation.

Key Outputs

- a) Markets for trading agricultural produce; and
- b) Reduction of import dependency.

Business Documentation Status

Feasibility plan, including development, marketing, infrastructure and costing.

Market

Local – Namibian farmers and consumers.

Perspectives

Market centres ensure that supermarkets or individual consumers have a central point where they can purchase agricultural produce. Access to a ready market place will motivate farmers to increase production and thus reduce dependency on imports.

A market centre can be considered as a social responsibility as it will create employment and alleviate poverty in the community.

Potential Funding Agents

- a) Joint Venture Investment;
- b) Financial Institutions; and
- c) Private Investors.

Total Estimated Cost

N\$637,000,000

Windhoek Market: N\$205,000,000

Rundu Market: N\$113,000,000

Ongwediva Market: N\$219,000,000

Oshikango Market: N\$100,000,000

Existing Level of Funding

Available from current budget – N\$109,000,000

Additional Funding Required

N\$528,000,000

Implementation Agents

Ministry of Agriculture, Water and Forestry and Investor/s.

Contact Person

Ministry of Agriculture, Water and Forestry

Private Bag 13184, Windhoek, Namibia

Attention: Ms Sophia Kasheeta

Director: Engineering and Extension Services

Tel: +264-61 208 7458

Fax: +264-61 208 7778

E-mail: kasheetas@mawf.gov.na

3.4 AGRO-INPUTS

3.4.1 ARBORICIDES AND ORGANIC FERTILISERS - AGRI-NAM

Description of Business

Agri-Nam proposes to establish an agricultural entity that will procure agricultural chemicals for the manufacturing and distribution of arboricides (herbicides for woody plants) and organic fertilizers.

Agri-Nam will manufacture and supply arboricides for the control of bush encroachment. The arboricides will be produced in the form of granules and liquid. In addition, the business will engage in the manufacturing of organic fertilizers with the target market being commercial and small-scale farmers. The aim of this initiative is to supply the entire SADC region and beyond.

The business is willing to discuss with investors who have financial and/technical capacity. The capital raised will be used for the construction of the factory, procurement of machinery and raw materials.

Thematic/Functional Area

Agro-input – Arboricides and Fertilizers.

Duration From Start to Date of Operations Commencement

One year

Planned Start Date

As soon as the finance has been secured.

Geographical Location/s and Climatic Conditions

Okahandja, Otjozondjupa Region, and the western part of Namibia.

Business Objectives

- a) Maximise profit;
- b) Increase rangeland productivity in Namibia;
- c) Create employment; and
- d) Increase crop yield on arable land.

Business Requirements/Activities

- a) Construct plant;
- b) Commence arboricide and fertilizer production;
- c) Distribute the products to regional sales centres; and
- d) Negotiate and conclude supplier and customer agreements.

Key Outputs

- a) Arboricides; and
- b) Organic fertilizers.

Business Documentation Status

Business plan fully documented.

Market

- a) Local – Namibian farmers; and
- b) Regional – Angola, Botswana, Mozambique, South Africa, Zambia, Zimbabwe and beyond.

Perspectives

In line with the national efforts to ensure food self-sufficiency and to optimally utilise land resources, it may be necessary to clear targeted land for agricultural production. The vast extent of available land to be cleared provides an opportunity for the business to lower the price of their products, while still profiting due to the volume of distribution.

After clearing, farmers will have to prepare the land for production. Cultivated crops will require fertilizers that will be one of the business subsidiaries. At present, bulk fertilizers are imported from South Africa. The establishment of the factory will reduce this dependence and provide a locally established and viable business.

Potential Funding Agents

- a) Private Equity;
- b) Financial Institutions; and
- c) Technical Partners.

Total Estimated Cost

N\$16,000,000

The capital will be used for construction of a factory, machinery for manufacturing of arboricides and fertilizers, chemicals and operating costs.

Existing Level of Funding

None

Additional Funding Required

N\$16,000,000

Implementation Agents

Agri-Nam and Investor/s.

Contact Person

Mr. Riaan Alberts

Project Manager

Agri-Nam

Tel: + 264-61 223 279

Cell: + 264-811286 330

Email: africanblue@iway.na

3.5 CONCEPTS

In addition to the businesses above, below are some of the investment opportunities that investors and business promoters could further explore.

Business Concepts

- a) **Fertilizer production** - Phosphate from the sea-bed can be processed into fertilizer;
- b) **Value-Addition** - Beef, mutton and vegetable processing into sundried, concentrated or canned products;
- c) **Indigenous Natural Products** – Natural resources from Namibia can be processed into commercially retailable products;
- d) **Tannery** - Skins and hides processed into leather products; and
- e) **Quality Control** - Setting of quality standards for products, packaging, labeling and branding, and introducing local certification.

For the above concepts, please contact:

Mr. Hennie Fourie

CEO: Namibian Manufacturers Association

P.O. Box 20810

Square Park Centre

Corner of Hebenstreit & Willemien Streets

Ludwigsdorf, Windhoek, Namibia

Tel: +264-61 308 053

Fax: +264-88 621 079

Cell: +264- 811 247 452

E-mail: nma@nmanamibia.com

Website: www.nmanamibia.com

SPONSORS



MINISTRY OF TRADE AND INDUSTRY



Namibia Breweries Limited



Ministry of Agriculture, Water and Forestry Agriculture Investment Conference 2010
P/Bag 13184 Windhoek, Namibia

Tel: +264 61 223224 / +264 61 2087051 Fax: +264 61 220590
Email: agri2010info@mawf.gov.na Web: www.agri2010.com.na