



Namibia

International Investment Forum

Safari Court Hotel
Windhoek, Namibia
29-30 November 2011

Principal Sponsor



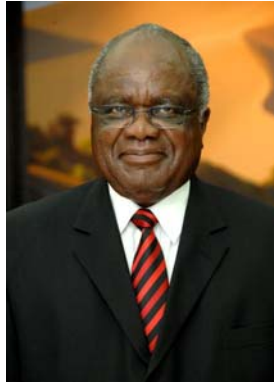
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Message from H.E. Hifikepunye Pohamba President of the Republic of Namibia

I am delighted to announce that the Government of Namibia will be hosting the **Namibia International Investment Forum** in partnership with the Commonwealth Business Council, in Windhoek on 29 - 30 November 2011.

Namibia is a vibrant nation at the gateway of Southern Africa, with a growing economy centred around Mining, Agriculture, Manufacturing and Tourism. As a transport hub for its landlocked neighbours, Namibia is well connected to Africa's emerging economic power. This Forum will provide a unique opportunity for international investors to discover the potential of Namibia.

The Investment Forum will profile Namibia's national trade and investment strategies, as well as specific business opportunities in all economic sectors. Additionally, a Project Centre will be in place to enable bilateral meetings and group discussions, with on hand support, to facilitate business deals.

The Forum will also enable investors to talk directly with senior Government officials and business leaders on how to use Namibia as a hub to access an expanding market of nearly 250m consumers in the Southern African Development Community (SADC) Market .

I therefore urge you to make every effort to participate in this important event and I look forward to meeting you in Windhoek.

**Hifikepunye Pohamba
President of the Republic of Namibia**

Message from Hon Dr Hage Geingob, Minister for Trade and Industry, the Republic of Namibia



The Ministry of Trade and Industry is pleased to invite you to participate in the **Namibia International Investment Forum**.

The Namibian Government has worked tirelessly to engineer a secure environment for business. Investors can rest assured that in Namibia governance has been a major focus of our efforts; our country is democratic, peaceful, and stable, and investors are protected by the rule of law.

Namibia has always been a centre for mineral investors. This investment is very important to us, but our economy is diversifying. We are now looking to add value to our products and expand in those areas where we have a natural advantage such as; **agriculture, tourism, transport and shipping, and infrastructure**.

Closer regional integration with our neighbours provides investors with the opportunity to enter Namibia, benefit from the liberal and secure investor climate in our country, and access the markets of Southern and Eastern Africa. In Walvis Bay, we have one of the African continents finest ports, and is the ideal hub for imports and exports into southern Africa.

Our vision is to become an industrialised country by 2030, with good housing and food supplies; and the key to achieve this is through investment. For too long Namibians have been culturally reluctant to show off the bounty of recourses we possess, from mineral extraction to agriculture, from services to one of the most beautiful and varied tourist destinations. The time has come for us to work together with our partners, the Commonwealth Business Council, to put the message out there.

I'd like to take this opportunity to invite investors to our boutique country. Namibia is here to be explored and seen, you will love it.

Message from Dr Mohan Kaul, Director General, Commonwealth Business Council



The CBC is delighted to initiate the integrated Namibia Investment strategy in cooperation with the Namibian government.

Culminating in the **Namibia International Investment Forum** to be held in Windhoek on the 29th and 30th November 2011, the integrated investment strategy will seek to continue the positive dialogue between government and investors in Namibia, as well as help develop new business partnerships for Namibia, her neighbours, and the wider Commonwealth.

The time is right for Namibia's assets to go on display to investors. For years the Namibian government has initiated liberal economic policies and generated a welcoming business climate. This secure and stable country serves as an ideal entry point for investors looking to explore the opportunities available across southern Africa, and with the Walvis Bay marina, Namibia possesses a world class facility to support imports and exports for the whole region.

Our approach will be three fold; the **Namibia International Investment Forum**, the **Namibia Project Exchange Centre**, and the **Namibia Investment Guide**. Reaching an audience of corporate and government leaders from across the Commonwealth, each of the components will help highlight opportunities in Namibia, as well as where improvements can be made.

We look forward to meeting you at the Forum.

Message from HE George Liswaniso, High Commissioner, Namibian High Commission UK



As a representative of the Government of the Republic of Namibia to the Commonwealth, I am delighted that Namibia is partnering with the Commonwealth Business Council to host the Namibia International Investment Forum.

We are a country endowed with abundant natural resources particularly in mining, agriculture and fisheries, and tourism. Indeed one of the biggest challenges at present is attracting the investment needed to fund projects needed to take the economy to the next level. And that is where, amongst others, opportunity lies for international investors. It is our fervent hope that this forum would further aid our efforts in showcasing Namibia's growing trade, investment and tourism potential to prospective investors from across the globe.

I look forward to seeing you in Windhoek.

Programme

28 November 2011

14.00 - 18.00 Registration

Day One - 29 November 2011

08.00 - 09.00 Registration and Performance by Traditional dance groups

08.00 - 08.30 Arrival of delegates and invited groups

08.30 - 08.45 Announcement of safety procedures

08.50 Arrival of HE Hifikepunye Pohamba, President of the Republic of Namibia

09.00 National and AU anthems

09.00 - 09.30 **Opening Ceremony: The Way Forward for a Prosperous Country - Supported by FNB**

Moderators: Hon Dr Hage G Geingob, Minister of Trade and Industry, Republic of Namibia and Dr Pascal Dozie, Chairman, Commonwealth Business Council

09.05 Welcome address from Hon Dr Hage G Geingob, Minister of Trade and Industry, Republic of Namibia

09.10 Address: Dr Mohan Kaul, Director General, Commonwealth Business Council

09.15 Address: Dr Pascal Dozie, Chairman, Commonwealth Business Council

09.20 Introduction of keynote speaker by Hon Dr Hage G Geingob, Minister of Trade and Industry, Republic of Namibia

09.25 **Keynote Address: HE Hifikepunye Pohamba, President of the Republic of Namibia**

09.45 Vote of thanks by Advocate Vekui Rukoro, CEO, FNB Namibia Holdings

09.50 National and AU anthems

09.50 - 10.00 Cutting of Ribbon by HE the President and Touring of "Made in Namibia" Expo by H.E. the President and invited guests

10.00 - 10.30 Official opening of "Made in Namibia" Expo

10.30 - 10.45 Networking and Refreshment Break

10.45 - 12.00 **Economic Overview: Investment and Development Opportunities - Supported by Old Mutual Investment Group**

The session will provide an overview of government policies and key sectoral opportunities as well as private sector perspectives on investment and economic growth.

Moderator: Ms Monica Kalondo, Managing Director, Stimulus Private Equity

Speakers: Hon Dr Hage Geingob, Minister of Trade and Industry

Dr John Steytler, Economist – Capricorn Investment Holdings

Mr Johannes Gawaxab, Managing Director, Old Mutual

Mr Clement Isikwe, CEO, UBA Mozambique



12.00 - 13.30 Session 1: **Energy Solutions and Opportunities**

Energy Infrastructure is being addressed by the development of new gas and hydroelectric power projects, Namibia is expanding its power generation to reach its future needs. Namibia is also poised to drastically develop its petroleum and gas industry. Presently, the country's energy potential is largely underexplored. Major gas projects in the off-shore Kudu gas field, as well as initial oil exploration, point to a potentially lucrative energy sector. This session will focus on opportunities for exploration and production of Namibian energy resources as well as the development of its power infrastructure.

Moderator: Mr Fanuel Kaapama, Senior Lecturer, University of Namibia

Speakers: Hon Isak Katali, Minister of Mines and Energy

Mr Nelson Narciso Filho, President, HRT

Mr Harald Schütt, Managing Director, Amusha Consulting

Mr Olufemi Buraimoh, CEO, Caltoria Industries

13.30 - 14.30 **Networking Lunch - Supported by Swakop Uranium**

Kalahari minerals



Day One Continued..

14.30 - 15.45 Session 2: **Banking and Finance**

With the Namibian economy growing, industry is being supported by an increasingly vibrant financial services sector. Despite its small population Namibia has a thriving commercial and private banking industry, a strong stock exchange and access to the most profitable markets in Southern Africa. International investors are often surprised by the sophisticated, world-class financial service industry in the country, and there is no doubt the health of the sector is a boon for attracting further investment.

Moderator: Mr Phillip Shiimi, CEO, Namfisa

Speakers: Hon Saara Kuugongelwa-Amathila, Minister of Finance

Mr Ipumbu Shiimi, Governor – Bank of Namibia

Mr Tim Marsland, Managing Director, Bifm Capital

Mr David Kornik, Senior Associate, Vantage Mezzanine

Mr Steve Galloway, Managing Director, RMB Namibia

15.45 - 16.00 Networking and Refreshment Break



16.00 - 17.30 Session 3: **Mining and Natural Resources - Supported by Investec Plc**

The single largest foreign exchange earner in Namibia, the mining sector, is well established. Namibia holds the 4th largest quantity of uranium in the world, as well as has significant deposits of zinc, gold, fluoride, copper, lead, manganese and salt. Diamonds contribute significantly to the mining production and have been the back bone of mining for a century. This session will look at how government and the private sector can work together to maximise the returns from mineral extraction, promote processing and value addition, while ensuring environmental sustainability, job and wealth creation in the local economy.

Moderator: Mr Veston Malango, General Manager - Chamber of Mines of Namibia

Speakers: Hon Isak Katali, Minister of Mines and Energy

Mr Chris Salisbury, Managing Director, Rössing Uranium

Mr Patrick Chisanga, Advisor, Vedanta Resources (Scorpion Zinc)

Mr Michael Walter, Senior Partner, Herbert Smith

Mr Norman Green, CEO, Swakop Uranium

17.30 - 18.30 **Roundtable Sessions:**

1) **Communications**

Moderator: Mr Albertus Aochamub, Director General, Namibia Broadcasting Corporation (NBC)

Speakers: Hon Joel Kaapanda, Minister of Information and Communication Technology

Mr Frans Ndoroma, MD, Telecom

Mr Tim Ekandjo, Communication Manager, MTC

Mr David Imbili, Chairman, NDI Holdings (Pty)Ltd

2) **Property and Construction**

Moderator: Ms Anne Gebhardt, President, Namibia Womens Summit

Speakers: Hon Jerry Ekandjo, Minister of Regional & Local Government & Housing & Rural Development

Mr Ebson Uanguta, Research Manager, Bank of Namibia to speak (tbc)

Mr Michael Musau, CEO, Emerging Africa Capital

SNC Lavalin—South Africa

19.30 - 22.00 **(By Invitation Only) CBC Namibian Investment Gala Dinner and Namibian Business Awards** **Guest of Honour: H.E. Hifikepunye Pohamba, President of the Republic of Namibia**

Day Two - 30 November 2011

09.00 - 10.30 **Ministerial Roundtable: Interactive dialogue with Trade Ministers**

This session will look at the current global economic and financial situation (with specific emphasis on the current Euro crisis) and how it impacts on investment and integration efforts in the Southern African region.

Moderator: Hon Dr Hage G Geingob, Minister of Trade and Industry, Republic of Namibia

Panel: HE Mrs Maria Idalina de Oliveira Valente, Angola

Hon Mr Robert Sichinga, Zambia

Hon Prof Welshman Ncube, Zimbabwe

HE Mr Abdulla Al Saleh, United Arab Emirates

Hon Ms Claudine Munari, Republic of Congo

Hon Mr Pravind Kumar Jugnauth, Mauritius

Mr Joachim Kiefaber, State Secretary, Department for International Economic Relations, Germany

Day Two Continued..

10.30 - 10.45 Networking Break

10.45 - 12.15 Session 4: **Agriculture and Fisheries**

Contributing roughly 5% to Namibia's GDP, Agriculture is a significant sector of the economy. Agriculture does not reveal the full extent of its importance, but directly or indirectly supports 70% of the Namibian population. Namibia is therefore looking to attract investment into the sector, supporting growth and greater commercialisation.

Moderator: Mr Christof Brock, CEO, Agronomic Board of Namibia

Speakers: Hon John Mutorwa, Minister of Agriculture, Water and Forestry

Hon Bernard Esau, Minister of Fisheries and Marine Resources

Mr Sven Thieme, CEO, Ohlthaver & List Group of Companies

Mr Geoffrey White, CEO, Lonrho PLC

12.15 – 13.15 Networking Lunch

13.15 - 14.15 **Roundtable Sessions**

3) **Tourism**

Moderator: Mr Nghidinua Daniel , Acting MD, Namibia Wildlife Resorts

Speakers: Hon Uahekua Herunga, Deputy Minister of Environment & Tourism

Mr Digu Naobeb, CEO - Namibia Tourism Board

4) **Education and Skills Development**

Moderator: Ms Dagmar Honsbein, General Manager, Namibia Business Innovation Centre

Speakers: Dr Abraham Iyambo, Minister of Education

Prof O Akinkugbe, Dean of Faculty, Economics – University of Namibia

Mr Eric Guichard, CEO and Founder, Homestrings

Ms Maria Nangolo-Rokoro, CEO, Namibia Training Authority

14.15 - 14.30 Networking Break

14.30 - 15.30 **Roundtable Sessions:**

6) **Manufacturing**

Moderator: Ms Martha Namundjebo-Tilahun, President, NCCI

Speakers: Mr David Nuyoma, CEO - Development Bank of Namibia

Dr Diana van Schalkwyk, Chairman, Manufacturing Association of Namibia

Mr Gerhard Hirth, Chairperson, Ohorongo Cement

Mr Rolf Klaas, MD, WMU (Namibian Press and Tools)

6) **SME Development**

Moderator: Ms. Kauna Ndilula, Managing Director, Business Financial Services

Speakers: Hon Tjekero Tweya, Deputy Minister of Trade and Industry, Namibia

Mr Danny Meyer, Director, SMEs Compete

Mr Tarah Shaanika, CEO, NCCI

Mr Michael Reddy, Chairperson, Africa Incubator Network

15.30 - 15.45 Networking Break

Day Three Continued..

15.45 – 17.00 Session 5: **Walvis Bay, Transport, and Logistics**

Walvis Bay has emerged as a gateway for importing and exporting goods coming into and out of southern Africa. Huge potential exists for the port to service the region as well as to expand off shore operations and mining in the south-western part of Africa. This session will explore the port's successes, and how investors can both benefit from the Walvis Bay port, as well as support its continued growth

Moderator: Mr Uirab, CEO, Namport

Speakers: Hon Errki Nghimtina, Minister of Works and Transport

Mr Johny Smith, CEO - Walvis Bay Corridor Group

Mr Jon Walden, Senior Trade Facilitator, Crown Agents

Mr Velile Dube, Chief Operations Officer, Transnet

17.00 - 17.30 **Closing Ceremony** - Moderated by Hon Minister Hage G Geingob, Minister for Trade and Industry Namibia

Rapporteurs:

Mr Freddie Gaoseb (head)

Ms Mekondjo Kaapanda-Girnus

Mr Jakes Katuamba

Mr Mohammed Saleh

Ms Prudence Phooko

Ms Eva Shaiza

Ms Anna Peter

Ms Helene Thor

Namibia Forum Highlights

Namibia Project Exchange

The Namibia project workbook will be launched at the Namibia Investment Forum featuring a project portfolio of investment proposals that are looking for funding and business partners in the region. Networking opportunities at the Forum will enable participants to meet with potential investors and partners in key sectors such as tourism, infrastructure, agriculture, mining and manufacturing.



Discussions at ABF 2011



Doing business at ABF 2011

B2B matchmaking

Our unique business matchmaking services will allow participants to identify sectors of interest and a dedicated team will arrange suitable meetings at the Forum to ensure that successful business relations are forged and each participant takes full advantage of the Namibian International Investment Forum platform.

Namibian Expo

President Hifikepunye Pohamba will open the Expo which will showcase over 100 Namibian SMEs that are ready to do business with domestic and international investors. This will provide attendees with a unique platform to interact with niche market players and forge real life business deals.



Namibia Business Awards 2011

Including awards for:

- **Investor of the Year**
- **Business Leader of the Year**
- **Award for Innovation**
- **SME of the Year**



Namibia Investment Guide

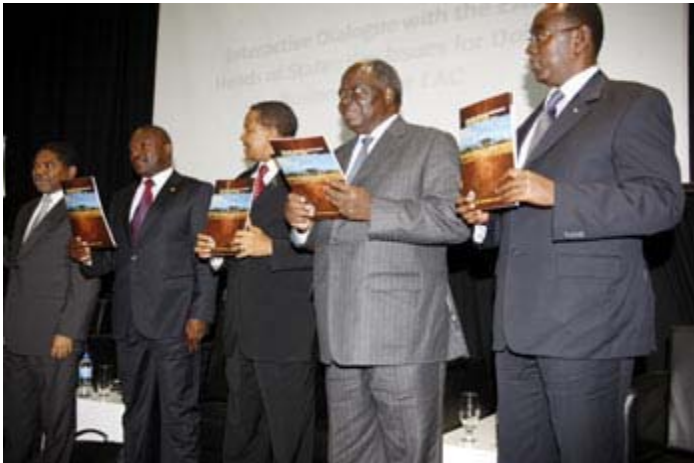
Serving as a lasting legacy of the themes and issues highlighted in preparation of the forum, the Namibia Investment Guide features in depth sectoral overviews and interviews with key figures in the economy.

The Guide will allow the investment strategy and message to reach a wider audience and will be distributed amongst CBC events throughout 2012. The guide allows business and government to articulate their experiences of working within the economy, and present a balanced overview of the investment opportunities across Namibia.

H.E. Hifikepunye Pohamba being interviewed by CBC Editorial team for Namibia Investment Guide



CBC Africa Fora 2011



Africa Investment Forum 2011

H.E. Jakaya Kikwete, President, Tanzania; H.E. Mwai Kibaki, President, Kenya; H.E. Pierre Nkurunziza, President, Burundi launching the East Africa Investment Guide at AIF 2011, Dar Es Salaam, Tanzania.



Africa Business Forum 2011

Pascal Dozie, Chairman, CBC and Hon. Dr. Hage Geingob, Minister for Trade and Industry, Republic of Namibia, ABF 2011, London UK



Africa Business Forum 2011

From left: Hon. Henry Bellingham, Minister of State, Foreign and Commonwealth Office, UK; H.E. Hifikepunye Pohamba, President, the Republic of Namibia; Dr. Mohan Kaul, Director General, Commonwealth Business Council, ABF 2011, London, UK

Organisers



Commonwealth Business Council

The Commonwealth Business Council (CBC) was established in 1997 with a direct mandate from Heads of Commonwealth Governments to promote trade and investment amongst 54 member nations and increase economic linkages with non-member countries.

CBC's goal is to achieve economic empowerment for shared global prosperity through the enhancement of private sector contribution to social and economic development.

For more information please visit www.cbglobal.org



The Ministry for Trade and Industry, the Republic of Namibia

The Ministry of Trade and Industry spearheads trade and industrial development in the country, as well as promotes and attracts local and foreign investment.

Recognising the important role of the private sector in national development, the Ministry continues to co-operate with and provide assistance to private enterprise in Namibia. This is done by the formation of appropriate policies and strategies aimed at creating an environment conducive to the promotion of Namibia's products in external markets, the development of and assistance to small- and medium-scale industries, attracting and facilitating foreign investments in the country and providing attractive incentive packages to investors.

The mission of the Ministry of Trade and Industry is to be a catalyst for the rapid, equitable and sustainable economic growth, through investment, industrialisation and trade.

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