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ISSUE 86 | Monday, 20 November - 26 November 2023

# Canadians eye 60% graphite output increase

## EX FINANCIAL MARKETS

### Exchange Rates

N\$ – US Dollar:	18.33
N\$ – British Pound:	22.77
N\$ – Euro:	19.92
N\$ – Aus dollar:	11.92
N\$ – Yen:	0.12

### Commodities

Gold:	1 989
Silver :	24.04
Palladium:	1053.59
Platinum:	902.21
Brent crude:	77.42



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SCAN ME

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Established in 2022, our premium weekly virtual newspaper (e-paper) has distinguished itself as an in-depth, analytical and discursive medium that helps readers make sense of the headlines. We provide daily news and popular multi-media content on our digital and social platforms. As an independent, non-partisan business, we see ourselves as, and pride ourselves in being, a critical alternative platform.

Our target market comprises of highly literate Namibians as well as diplomats, foreign communities, policymakers, industrialists and businesses, among other key constituencies.

As a digital-first media, we are available on all major platforms such as website <http://www.nambusinessexpress.com>, on WhatsApp, Facebook, Twitter, LinkedIn among others. Each week, we are able to reach thousands across these platforms making us one of the fastest growing media in Namibia. We are proud of the success and grateful for the support and custom of our various stakeholders.



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**Business Insights**  
*Weekly...*

## Why consumer consent is key in a data economy

***In today's ever-evolving digital landscape, the concept of consumer consent has taken centre stage for companies. Gone are the days when consent was assumed; today, the control is firmly in the hands of the consumer.***

For those companies who handle consumer data, consent has to be a priority. While consumers want the services they can get from them, they also want to have control over their personal information when applying for those services.

An individual's consent journey has evolved considerably over time.

In the 1950's, handshakes and one's word was sufficient. Later this was replaced with ID books, smart cards, check boxes and signatures on forms. In these early days, and before the rise of mass marketing and social media, consent to hold and process personal information was not a big issue. Today consumer rights and the right to retain control over one's digital footprint and data is covered by strict laws governing the storage and processing of personal data.

We need to recognise that ownership of a person's identity, their data and their consent belongs solely to them, and they dictate their terms of use. For the consumer, the issue with providing consent comes down to a lack of trust and transparency; they have become increasingly sceptical of companies who use their data. They need to know that their private information will only be legitimately used. Once this can be achieved and trust built up consumers will benefit from the convenience of sharing data to enable digital financial transactions.

From the perspective of companies who process consumer's information obtaining consent can introduce additional friction (resistance) along the journey. While a degree of friction is actually good, it is when companies are not properly geared for obtaining and managing consent that the friction becomes a hinderance for both the business and the consumer.

By prioritising consent, companies can build trust, improve customer satisfaction, and contribute to a more consumer-friendly digital landscape where privacy and personalisation coexist harmoniously.



## >>>ANTICIPATE N\$62 MILLION CAPEX REQUIREMENTS

# Canadians eye 60% graphite output increase at Nam mine

**Business Express Writer**

**Canada-based junior exploration company Gratomic Inc says it anticipates requiring capital expenditure of N\$62 million in its bid to increase the output of its Aukam Graphite facility in Namibia to 12,000 tonnes (57% increase) by November 2024 from its current kick off level of 7,600 tonnes.**

Since commencing its Commercial Commissioning phase at the end of June 2023 in Namibia, Gratomic has processed 80 tonnes of material through the processing plant at a grade of 94% Cg concentrate which is being stored on-site in the storage silos.

The material has been processed and treated prior to the arrival of two pieces of equipment, "the stirred medium mill and the polishing mill" which act as the refining circuit for the Aukam Graphite plant and upgrades the material to a grade of 97-99% Cg concentrate.

The commercial phase has delivered identical results to the pilot testing done both on site and at SGS Lakefield in Canada (another Gratomic asset).

"The initial 6-month program was hindered by the delay in receiving critical equipment; a problem which has plagued most of the industry. We are relieved to state that all equipment is now on site and being installed into the assembly line," said the Graphite miner.

Although it only took about one week to process the material to current grade, there were several modifications undertaken to optimize the operation of the processing plant for future production.

Commercial commissioning is important as it identifies bottle necks in the plant at an early stage and allow for them to be eliminated without causing any downtime to future production.

On the other hand, the Company has shown great foresight in its engineering of the facility that allows for rapid expansion in the mid sections of the processing



Continues on page 4



*Continues from page 3*

plant as demand picks up, with the front end and back end of the facility built and engineered at full production capability. This does not only optimize expansion but also manages costs as the Company grows into full production capabilities.

The Company has stockpiled enough mined material to currently feed operations for a full year and once the final pieces of equipment are in place, it will start producing graphite at a steady pace expanding until the full 22,500 tonne capacity is achieved in 2025.

If all goes well, the plant is expected to start producing in Q1 of 2024. Initial product is to be sold to a European Carbon trader initially until the product can be successfully included into the anode market.

Arno Brand, President and CEO of Gratomic stated "The past few months have been challenging and time consuming, it is with great relief that we now see ourselves in the final steps in preparation of production at the Aukam Graphite mine in Namibia."

With the recent announcements out of China, the majority of western OEMs have been put on edge and are taking all necessary steps to bring on new critical mineral supply.

Graphite has received most of the attention as it is still very much controlled by China.

Gratomic has been in discussions with several new potential buyers and has delayed its product development program for a few weeks to ensure that we get all the relevant product specifications to fulfill end user requirements.

"Gratomic wishes to emphasize that no Preliminary Economic Analysis, Preliminary Feasibility Study or Feasibility Study has been completed to support any level of production. In fact, no mineral resources let alone mineral reserves demonstrating economic viability and technical feasibility, have been delineated on the Aukam property.

"The Company is working towards completing a Feasibility Study (FS) on the Aukam Processing plant. The study, its recommendations, and their subsequent implementation, will provide conclusions and recommendation at a FS level of comfort relating to the scale up of the existing processing plant to a commercial scale processing facility capable of producing the desired concentrate grades and production rates," the company said adding that it wishes to emphasize that the supply of graphite is conditional on Gratomic being able to bring the Aukam project into a production phase, and for any graphite being produced to meet certain technical and mineralization requirements.

No mineral resources, let alone mineral reserves demonstrating economic viability and technical feasibility, have been delineated on the Aukam Property.

The Company is not in a position to demonstrate or disclose any capital and/or operating costs that may be associated with the processing plant until the FS (Feasibility Study) is completed.

"The Company advises that it has not based its production decision on even the existence of mineral resources let alone on a Preliminary Feasibility Study or FS of mineral reserves, demonstrating economic and technical viability, and, as a result, there may be an increased uncertainty of achieving any particular level of recovery of minerals or the cost of such recovery, including increased risks associated with developing a commercially mineable deposit," added the company.

Historically, such projects have a much higher risk of economic and technical failure. There is no guarantee that production will begin as anticipated or at all or that anticipated production costs will be achieved.

Failure to commence production would have a material adverse impact on the Company's ability to generate revenue and cash flow to fund operations.

Failure to achieve the anticipated production costs would have a material adverse impact on the Company's cash flow and future profitability.



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**STADIO**  
NAMIBIA

# Africa Oil advances offshore assets in Namibia and Nigeria during 3Q

**By Business Express Writer**

**Africa Oil Corp has announced that it achieved notable milestones at its two main assets offshore Namibia and Nigeria during the third quarter.**

"The Venus-1X testing program achieved positive flow rates for the world-class Venus light oil discovery offshore Namibia, and I am encouraged to note the public statements by the operator, TotalEnergies, that there will be a development on the Venus field," CEO Roger Tucker highlighted in a statement.

Tucker also confirmed that the conversion of OML 127 to Nigeria's new Petroleum Industry Act regime by its 50% investee Prime Oil & Gas Coöperatief U.A. reduces the effective tax rate for the Agbami field from 50% to 30%.

"Our Nigerian assets continue to perform well and we received a dividend for \$62.5 million during the period," the CEO said.

"We also saw the first quarterly increase in the average daily production since the second quarter 2021, as the Egina infill drilling program offset the field's production decline."

For 3Q, the company reported operating income of \$47.1 million or \$0.10 per share down from \$70.5 million or \$0.15 per share in the year-ago quarter. This includes income from its 50% investment in Prime of \$57.1 million. Prime's revenue

decreased by \$125.7 million year-over-year in 3Q due to a \$76.1 million decrease in oil revenue driven by lower liftings. Looking ahead at the remainder of 2023, Africa Oil said it believes the most impactful catalysts are the appraisal and exploration results from Block 2913B (PEL 56) located offshore Namibia and operated by TotalEnergies. This includes flow test results from the Venus-1A appraisal well and the outcome of the Mangetti-1X exploration well.

The company holds an effective interest of 6.2% in the license.



**NAMIBIA AIRPORTS COMPANY (NAC) LIMITED**

Registration No: 98/472

INVITATION FOR BIDS

Namibia Airports Company Limited (NAC) hereby invites interested, qualified and experienced companies to submit bids for the following commercial opportunities available at our airports.

Bid Nr	Bid Reference Nr	Description	Airport	Cost of BD	Site Meeting	Closing Date	Opening Date
1	NAC/HKIA/RC-CS/05/2023	Retail Concession	Hosea Kutako International Airport	NAD 100,00	10 November 2023 @ 10H00 HKIA Main Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15
2	NAC/HKIA/CS-CS/03/2023	Leasing of Coffee Shop	Lüderitz Airport	NAD 100,00	13 November 2023 @ 10H00 Terminal Building (Lüderitz Airport)	01 December 2023 @ 11H00	01 December 2023 @ 11H15
3	NAC/HKIA/OMF-CS/04/2023	Operation and Management of Forex Services	Hosea Kutako International Airport	NAD 100,00	10 November 2023 @ 10H00 HKIA Main Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15
4	NAC/HKIA/BW-CS/06/2023	Provision for Baggage Wrapping Service	Hosea Kutako International Airport	NAD 100,00	10 November 2023 @ 10H00 HKIA Main Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15
5	NAC/WBA/BW-CS/06/2023	Provision for Baggage Wrapping Service	Walvis Bay International Airport	NAD 100,00	15 November 2023 @ 10H00 Walvis Bay International Airport Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15
6	NAC/EROS/CW-CS/01/2023	Leasing of Car Wash Facility	Eros Airport	NAD 100,00	09 November 2023 @ 10H00 Eros Airport Terminal Building Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15
7	NAC/EROS/GH-CS/02/2023	License for Ground Handling Services	Eros Airport	NAD 100,00	09 November 2023 @ 10H00 Eros Airport Terminal Building Boardroom	01 December 2023 @ 11H00	01 December 2023 @ 11H15

Bidding Documents will be emailed to interested bidders in pdf format upon payment. NAC's Banking details will be provided to interested bidders to purchase the said bidding documents. Send your proof of payment to the following email addresses: [Shivutetbi@airports.com.na](mailto:Shivutetbi@airports.com.na) or [FriedaH@airports.com.na](mailto:FriedaH@airports.com.na)

Enquiries: All Enquiries should be in Writing to the Procurement Management Unit at email address: [shivutetbi@airports.com.na](mailto:shivutetbi@airports.com.na)





# Orion funding will help us increase production in Namibia – Viljoen

**Business Express Writer**

**Anthony Viljoen, Chief Executive Officer of Andrada Mining has said that N\$455 million received from Orion Resource Partners will enable Andrada to increase its tin production at its flagship Uis Mine in Namibia, as well as to accelerate its lithium and tantalum development across its exploration assets.**

Andrada Mining Limited, a metals and mining company with operations in Namibia announced the receipt of N\$455 million (USD25 million) from Orion Resource Partners, a global resource funding partner last week.

“We are pleased to announce drawdown of the Orion funding, following the fulfilment of all conditions. This partnership with Orion will not only enable the expansion of tin production up to 2 000 tpa, but will also allow us to accelerate our wider lithium and tin development surrounding our Uis mine. The exceptional results achieved across all exploration drilling campaigns this year indicate that Andrada has the potential to generate additional revenue streams from multiple sites. We are pleased to have Orion, a

globally respected resource funding partner, onboard to support our planned growth period,” he said.

The funding package consists of a tin royalty, an equity subscription, and a convertible loan note, as well as warrants to acquire shares in Andrada.

Andrada has achieved exceptional results from its drilling campaigns this year, indicating the potential to generate additional revenue streams from multiple sites.

The tin royalty, worth USD 12.5 million, will be used to enhance the plant’s productivity and output at the Uis Mine, targeting production rates up to 2 000 tonnes of tin metal per annum. The royalty rate will decrease as the company achieves certain milestones based on tonnage.

The equity subscription, worth USD 2.5 million, will result in the issuance of 30 505 755 ordinary shares in Andrada to OMF III (Mauritius) LTD (“OMF LTD”), a fund advised by Orion, at a price of 6.39p per share. OMF LTD will also receive warrants to acquire



*Continues on page 7*



Continues from page 6

ordinary shares in Andrada at an exercise price of 9.45p.

The convertible loan note, worth USD 10 million, will be unsecured and convertible into ordinary shares in Andrada at a conversion price of 20.0 pence per share, representing a 21.2 per cent. premium to the closing price on 14 November 2023. The note will have a maturity date of 14 November 2026 and will bear interest at a rate of 8.0 per cent. per annum.

Meanwhile, Andrada Mining has renewed its offtake agreements with Thailand Smelting and Refining Co (Thaisarco) and AfriMet Resources for tin concentrate and tantalum concentrate, respectively.

The offtake agreement with Thaisarco, for at least 90 t a month of tin produced at Andrada's Uis mine, in Namibia, has been renewed for three years from December 1.

"Our relationship with Thaisarco has been extremely successful and we are happy to be renewing the

offtake agreement for another three years. The agreement secures offtake of our tin production, allowing management to focus on achieving the Orion royalty tonnage.

"Importantly, we are proud of the major milestones we have achieved at Uis mine to date, including the successful expansion of the processing plant and the ongoing continuous improvement programme to enhance efficiencies and profitability," comments Andrada CEO Anthony Viljoen.

The AfriMet offtake agreement has been renewed for 12 months, starting January 1, 2024. AfriMet will buy all of the tantalum produced at the recently commissioned tantalum circuit at the Uis mine.

"The renewal of the tantalum offtake agreement secures all the company's tantalum production and, despite the small tantalum concentrate volumes, the additional revenue will incrementally improve profitability.

"Producing tantalum adds the second technology metal to Andrada's portfolio of products and is a positive step towards participating in the green transition," Viljoen says.

# TENDER

First date of publication: 7 November 2023

**TENDER NO DBMNE0443: PRESSURE EQUIPMENT TESTING, INSPECTION AND CERTIFICATION**

**DESCRIPTION:**  
Debmarmine Namibia is seeking an experienced service provider for Pressure Equipment Testing, Inspection and Certification.

**DOCUMENTS TO BE SUBMITTED:**

1. Company Profile
2. Approved Inspection Authority registration for pressure equipment of technician(s)
3. Verifiable reference projects applicable to the scope of service

**CLOSING DATE:** 1 December 2023 at 12h00.

**REQUEST FOR ELECTRONIC TENDER DOCUMENT:**  
Registered businesses interested in providing such services are requested to obtain a tender document with reference number DBMNE0443 - PRESSURE EQUIPMENT TESTING, INSPECTION AND CERTIFICATION by the above date and time.  
Email Address: [Enquiries@debmarine.com](mailto:Enquiries@debmarine.com)  
Subject line: **DBMNE0443 - PRESSURE EQUIPMENT TESTING, INSPECTION AND CERTIFICATION**

**ENQUIRIES:**  
The Procurement Officer  
Tel: +264 61 297 8460  
Email: [Enquiries@debmarine.com](mailto:Enquiries@debmarine.com)  
Subject line: **DBMNE0443 - PRESSURE EQUIPMENT TESTING, INSPECTION AND CERTIFICATION**

**DISCLAIMER:**  
Debmarmine Namibia shall not be responsible for any costs incurred in the preparation and submission of a response to this tender and furthermore reserves the right not to extend this tender into any future tenders, negotiations and or engagements.  
  
Debmarmine Namibia shall not accept submissions rendered after the closing date and time.

# TENDER

First date of publication: 7 November 2023

**TENDER NO: DBMNE0485 PROVISION OF A HOSTED DISASTER RECOVERY SERVICE**

**DESCRIPTION:**  
Debmarmine Namibia requires a Hosted Disaster Recovery service which complies with all relevant specifications expected when running a data center.

**SCOPE OF WORK:**  
The Hosted Disaster Recovery service should have a fire suppression system, UPS power, and security.

**CLOSING DATE: 1 December 2023 AT 12:00**  
Registered businesses interested in providing such services are requested to obtain a tender document with reference number **DBMNE0485 PROVISION OF A HOSTED DISASTER RECOVERY SERVICES.**

**REQUEST FOR ELECTRONIC TENDER DOCUMENT:**  
Tender documents should be requested by the above date and time.  
Email Address: [Enquiries@debmarine.com](mailto:Enquiries@debmarine.com)  
Subject line: **DBMNE0485 PROVISION OF A HOSTED DISASTER RECOVERY SERVICES.**

**ENQUIRIES:**  
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Debmarmine Namibia shall not accept submissions rendered after the closing date and time.



# GreenN-H2-Namibia project issues factsheet on Namibia's energy sector



**By Business Express Writer**

**The GreenN-H2-Namibia project, a collaborative effort between DECHEMA Gesellschaft für Chemische Technik und Biotechnologie e.V. and the ISOE – Institute for Social-Ecological Research and funded by the German Federal Ministry of Education and Research, has released a detailed factsheet focused on Namibia's energy sector. This release is part of an ongoing initiative to bolster a hydrogen economy within the country.**

The document provides an essential overview of the energy landscape in Namibia. It is tailored to individuals

who may not have in-depth technical knowledge of the energy sector, as well as international stakeholders who are interested to invest in Namibia, especially in the green hydrogen economy. The factsheet encompasses vital information regarding principal stakeholders, the existing regulatory framework, and gives an expansive review of the electricity sector. This includes information on primary energy carriers, dependencies on imports, and the trends in electricity pricing over recent years.

Considering the fast-paced changes in the energy



**Continues on page 9**



## INVITATION FOR BIDS (IFB)

1. Proposal for the NSFAF Annual Stakeholder Satisfaction Survey 2023/2024 SC/RP/NSFAF-11/2023.

**RELEASE DATE:** 24 October 2023,  
**CLOSING DATE:** 5 December 2023 at 12h00 P.M.,  
**DOCUMENT FEE:** Free and downloadable from NSFAF Website.

Interested bidders can download the bid document from NSFAF website, [www.nsfaf.na](http://www.nsfaf.na) under - Opportunities, procurement or for further information contact Allenah Matengu at 0614346055/ email: [Allenh.Matengu@nsfaf.na](mailto:Allenh.Matengu@nsfaf.na) and Agnes Dawid on 0614346070 / Email: [Agnes.Dawid@nsfaf.na](mailto:Agnes.Dawid@nsfaf.na)

Bid documents are to be submitted in a sealed envelope at NSFAF Head Office, Eros Road 746, Windhoek.

**ISSUED BY MARKETING AND COMMUNICATIONS**





Continues from page 8

sector, mainly driven by renewable energy, the factsheet will be subject to regular updates. This iterative approach ensures that the information remains current and reflective of the actual state of the energy sector in Namibia.

Understanding the energy sector's intricacies is crucial for both local decision-making and international cooperation. This factsheet serves as a factual, non-technical foundation for all stakeholders involved. It aims to facilitate informed discussions, strategic planning, and responsible investment in Namibia's green hydrogen ventures.

The factsheet is an important step in bridging information gaps and providing accessible, reliable data for those interested in investing in the country's sustainable energy future.

The factsheet is part of Green-H2 Namibia and the project's commitment to providing ongoing, fact-based insights and educational resources necessary for understanding and participating in the emerging opportunities within Namibia's green hydrogen economy.

### About the project partners

DECHEMA Gesellschaft für Chemische Technik und Biotechnologie e.V. brings together experts from different disciplines, institutions and generations to promote scientific exchange in chemical engineering, process engineering and biotechnology.

DECHEMA searches

for new technological trends, evaluates them and accompanies the implementation of research results in technical applications. More than 5,500 engineers, scientists, students, companies and institutions belong to the non-profit association.

ISOE – Institute for Social-Ecological Research is one of the leading independent institutes for sustainability research. It develops scientific foundations and forward-looking concepts for socio-ecological transformations. To this end, ISOE conducts transdisciplinary research on global problems such as water scarcity, climate change, biodiversity loss and land degradation, and finds viable solutions that take into account ecological, social and economic conditions.



### BID INVITATION

[www.cenored.com.na](http://www.cenored.com.na)

Proposals are hereby invited from experienced and competent engineering companies for

<b>BID NR &amp; TITLE (1)</b>	:	<b>G/ONB/CENO-14/2023-2024/FINANCE/STORES</b> <b>The Supply and delivery of Transformers, Miniature substations, RMUS, Reclosers and Metering units (Two Year Contract )</b>
<b>BID NR &amp; TITLE (2)</b>	:	<b>G/ONB/CENO-15/2023-2024/FINANCE/STORES</b> <b>The Supply and Delivery of Transmission Poles (Two Year Contract)</b>
<b>BID NR &amp; TITLE (3)</b>	:	<b>G/ONB/CENO-16/2023-2024/FINANCE/STORES</b> <b>The Supply and Delivery of Ready-boards (Two Year Contract)</b>
<b>CLOSING DATE, TIME &amp; VENUE FOR OFFERS</b>	:	Tuesday, 05 December 2023 10H00 CENORED Office, no 30 Dr. Frans Indongo Street, Otjiwarongo
<b>BID DOCUMENTS</b>	:	Available at CENORED office, no 30 Dr. Frans Indongo Street , Otjiwarongo as from Tuesday, 07 November 2023
<b>DOCUMENT FEE</b>	:	N\$ 300.00
<b>TECHNICAL ENQUIRIES</b>	:	1. Mr. Stephen Kaluwa Tel: 067-314 100. Fax 064 304 701 E-mail: <a href="mailto:skaluwa@cenored.com.na">skaluwa@cenored.com.na</a>
<b>COMPULSORY PRE- BID BRIEFING MEETING(S)</b>	:	Not Applicable
<b>PROCUREMENT ENQUIRIES</b>	:	Mr. Vilho Tostao Shikongo Tel Nr. : 067-314129, Fax: 067-304701 E-mail : <a href="mailto:vshikongo@cenored.com.na">vshikongo@cenored.com.na</a>
<b>DELIVERY ADDRESS</b>	:	The Chairperson – Procurement Committee (CENORED) PO Box 560 30 Frans Indongo Street OTJIWARONGO
<b>DISCLAIMER</b>	:	CENORED does not bind itself to accept the lowest or any offer, nor to provide justification as to the acceptance or rejection of any particular offer received.

# Osino resources spends N\$124 million on local procurement

*By Business Express Writer*

***As part of its commitment to the economy of Namibia, Osino which has a policy to buy, where possible, from local companies spent C\$9.5 million (N\$124 million) on procurement with Namibian suppliers in 2022, of which 26%, C\$2.4 million (N\$32 million), was spent on suppliers located within 75 km of the Twin Hills Gold Mine Project.***

The Twin Hills Gold Project, located near Karibib in Namibia, is on track to create approximately 1,000 permanent new jobs in the region and has, since inception, attracted C\$56 million (N\$634 million) in foreign direct investment for the Namibian economy, as detailed in Osino's 2022 Sustainability Report.

The report summarises the company's social, environmental and economic performance and outlines plans for the ongoing integration of sustainability into the design of the Twin Hills Gold Mine.

Heye Daun, Osino CEO and President, commented, "Being a responsible corporate citizen is central to how we do business and we are working towards our purpose of 'building value for all stakeholders' – the best outcome for all stakeholders – by embedding sustainability in as many aspects of our business as possible. The release of the sustainability report underscores Osino's goal of becoming another strong advocate for responsible gold mining in Namibia.

This commitment draws inspiration from several global frameworks and guidelines, including the United Nations Sustainable Development Goals, the Mining Principles set forth by the International Council of Mining and Metals, the Reporting Standards of the Global Reporting Initiative and the Namibian Best Practice Guide to Mining."

Of all Osino employees, 90% are Namibian and of all employees in Namibia, 98% are Namibian. Of these, almost 40% come from the host communities surrounding Twin Hills, which are areas grappling with high unemployment rates. Twenty-two percent of employees in a male-dominated industry are women, and Osino aims to increase this number.

Osino also supports several strategic socio-economic development initiatives in its immediate



**Heye Daun**

vicinity, including early childhood development of over 600 children in Karibib and Omaruru. It has also contributed to developing low-cost, serviced plots and upgrading and installing basic sanitation infrastructure in an informal settlement in Karibib. These projects are managed by local NGOs in collaboration with town councils and the Twin Hills Trust and are already having a positive ripple effect on the local economy.

The company's strong focus on environmental performances is demonstrated by Osino's motivation to design the future mine to minimise water consumption and carbon-emissions, and to also minimise other environmental impacts. For its exploration activities, there have been zero significant environmental incidents since inception.



**Continues on page 11**





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Definitive Feasibility Study lays groundwork for sustainable future

Osino recently completed its Definitive Feasibility Study (DFS) for the Twin Hills Gold Project, which included the results and recommendations of a series of social and environmental studies and plans to lay a strong foundation for minimising the potential negative impacts and expanding on the positive potential of the Twin Hills Gold Mine.

“Our commitment is to make sure we contribute to good environmental stewardship and to the socio-economic development of Namibia, and particularly to that of our host communities,” says Daun.

“We are, for example, planning to build a solar PV plant that will generate up to 37% of the required electricity, we are exploring a dry-stack tailings facility to significantly reduce water losses, and we are investigating opportunities to prioritise local hiring, skills development and small business development.” The DFS has also de-risked the project, which allows Osino to move forward with the development of the mine. Construction is expected to start in 2024.

Daun concludes: “As we transition to mine development and operations, we continue to focus on and expand our commitment to responsible mining practices and we are very pleased to be formally reporting on this for the second time, through our Sustainability Report for the year 2022. We are proud of the company’s positive contributions to the local economy to date and excited about the

opportunities ahead.” Osino is a Canadian gold exploration and development company focused on the fast-tracked development of our wholly owned, Twin Hills Gold Project in central Namibia. Since its grassroots discovery by Osino in August 2019 the Company has completed more than 240,000m of drilling and has completed a suite of specialist technical studies culminating in the recently published Twin Hills Definitive Feasibility Study (“DFS”) dated effective June 12, 2023.

The DFS describes a technically simple and economically robust open-pit gold operation with a 13-year mine life and average annual gold production of over 169,000oz per annum.

Osino has a commanding ground position of over 8,000km<sup>2</sup> located within Namibia’s prospective Damara sedimentary mineral belt, mostly in proximity to and along strike of the producing Navachab and Otjikoto Gold Mines. The Company is actively exploring a range of gold prospects and targets along the belt by utilizing a portfolio approach geared towards discovery, targeting gold mineralization that fits the broad orogenic gold model.

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# Germany funding green hydrogen pilot plant in Namibia

**By Business Express Writer**

**A green hydrogen pilot plant and refuelling station, to gain scientific insights into upscaling green hydrogen technologies and to ensure a high safety level for the hydrogen economy, is to be built in Namibia, Germany's Bundesanstalt für Materialforschung und-prüfung (BAM) stated on Thursday.**

Germany's Federal Ministry for Education and Research is providing more than €10-million for the development of the Cleanergy pilot plant near Walvis Bay and has afforded a project budget of €1-million-plus to BAM.

BAM component safety head Prof Dr-Ing Thomas Böllinghaus, who is leading the German side of the project, said the joint research programme would identify innovative materials for welded transport lines, piping systems and storage tanks that would enhance the safety and sustainability of green hydrogen technologies.

Cleanergy has invited BAM and the Namibia Green Hydrogen Institute at the University of Namibia (UNam) to collaborate as research partners.

Completion of the 5 MW pilot plant, which will serve as a testing ground for hydrogen production and handling, as well as associated components and infrastructure, is expected in ten months.



Announcing the launch of FNB Commercial's partnership with the Harambe Entrepreneur Alliance, known as the Harambeans.

#### Who are Harambeans?

Harambeans are visionary innovators from Africa who are working together as one to unlock the potential of Africa. Over the last decade, Harambeans have created a series of tech-enabled ventures which have collectively generated over 3,000 jobs and raised over \$1bn.

#### Unlocking the potential of our entrepreneurial clients

The aim of the partnership is to give our FNB Commercial clients access to an online learning platform, the **Harambeans Lab**, which provides entrepreneurial support at no additional cost to clients.

#### About Harambeans Lab

In an effort to pass on the wisdom and experience of Harambeans to the next generation of African innovators, the Harambeans Lab is an online content platform that offers valuable insights from Africa's leading innovators. This platform provides guidance on how to initiate and expand high-growth ventures across the African continent. As of Q4 2023, the Harambeans Lab features over 140 short-form video interviews with more than 60 prominent African innovators representing countries such as Egypt, Ethiopia, Ghana, Kenya, Ivory Coast, Morocco, Namibia, Nigeria, South Africa, Uganda and Zimbabwe.

If you're an entrepreneur interested in unlocking your potential, please contact your FNB Commercial Banker to find out more.

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The mission is to lead Namibia's green energy transformation by becoming the foremost producer of green hydrogen, reducing carbon emissions, and driving economic growth using Olthaver & List's solar energy plant and CMB. TECH's expertise in hydrogen and ammonia technologies.

"For this reason, we are ecstatic to collaborate with BAM, supported by UNam and we are grateful to Prof Dr Böllinghaus and his team for their dedication towards driving real transformation in the field and on the subject," Olthaver & List and Cleanergy Solutions Namibia group manager Eike Krafft stated.

The mutual scientific exchange will be facilitated through a group of doctoral students from Namibia.

Over the course of the next three years, these students will conduct research on materials compatibility.

While most of their research will take place at BAM's competence centre, H2Safety@BAM, part of it will also take place at the pilot plant to facilitate Namibian upscaling as well as the imparting of knowledge to Namibian scientific and technical personnel.

# Fishing quota usage fee 'fixing' triggers probe

By Business Express Writer

**The Namibian Competition Commission (NaCC) has initiated an investigation against various fishing vessel owners and operators, in terms of Section 33(3) of the Competition Act No. 2 of 2003 (the Act), for alleged fixing of quota usage fees that are paid to fishing rights holders.**

The NaCC received information, on the 18th of August 2023 and 22nd of September 2023, respectively, alleging possible collusion amongst various vessel owners and operators in the Namibian fishing industry. The collusion is allegedly in the form of fixing fishing quota usage fees that are paid to fishing rights holders when they enter into quota usage agreements with the vessel owners/operators.

"These fishing rights holders do not own vessels and as such sell their allocated fishing quotas to the vessel owners and operators at a fee. The operators are alleged to offer the fishing rights holders the same price and refuse to negotiate the fees when the fishing rights holders raise concerns regarding the offered quota usage fee," the Commission said.

The NaCC is informed that fishing rights holders receive annual quotas from the Ministry of Fisheries and Marine Resources which they are required to utilize fully by the end of each fishing season. This necessitates those that have no vessels to approach the vessel owners and operators, and enter

into quota usage agreements, for the latter to utilize the allocated quotas on their behalf.

"However, these owners and operators prioritize harvesting their own quotas and only thereafter endeavour to harvest the fishing rights holders' quotas. At this juncture, it is alleged that fishing rights holders have no choice, but to agree to any quota usage fees that the vessel owners and operators are offering, also taking into consideration that, the vessel owners and operators also have access to their own fishing quotas as well as those of National Fishing Corporation of Namibia ("FISHCOR") & Government objective quotas," added the Commission.



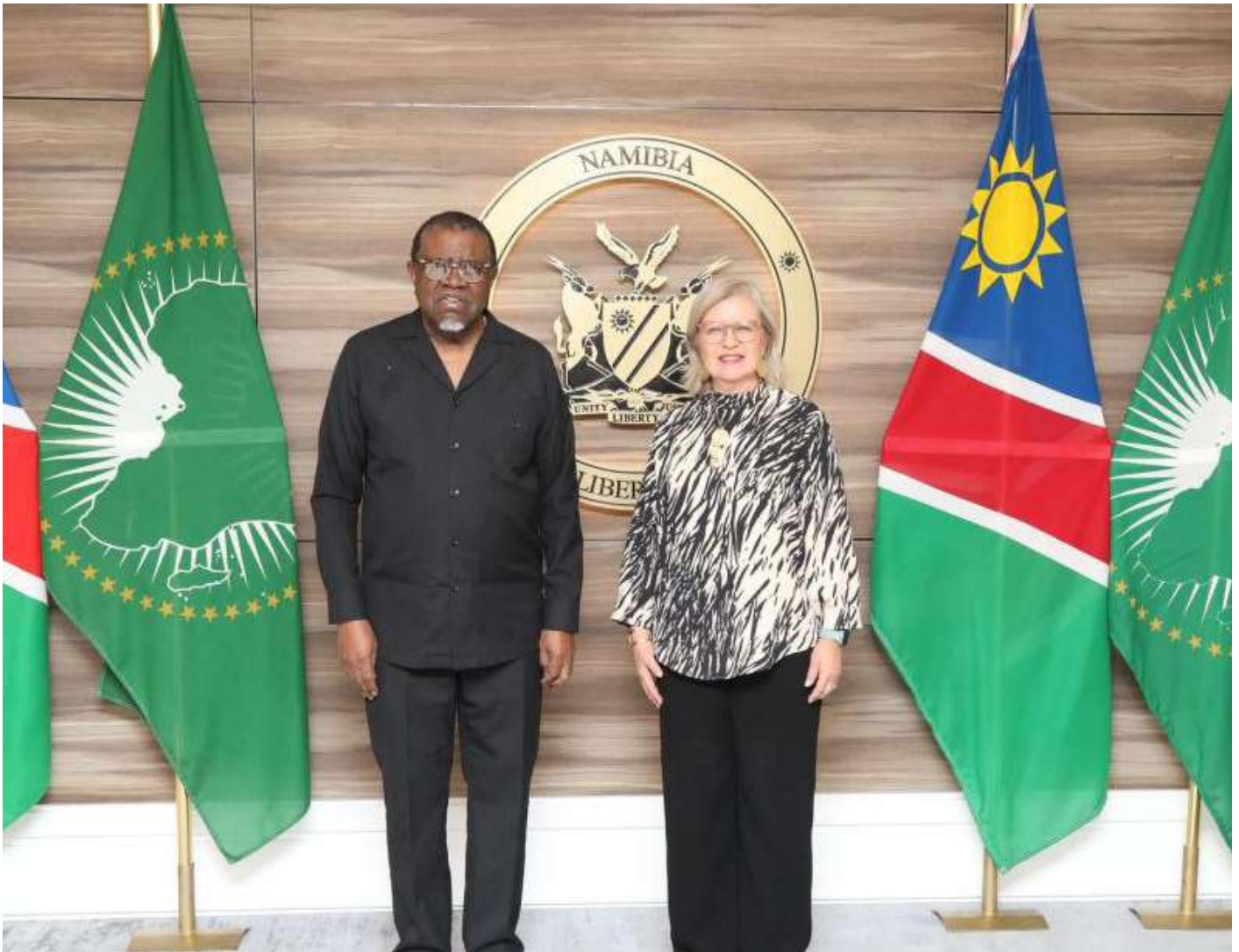
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<b>CLOSING DATE, TIME FOR CLARIFICATION</b>	:	Wednesday, 15 November 2023 16H30
<b>CLOSING DATE, TIME &amp; VENUE FOR OFFERS</b>	:	Thursday, 23 November 2023 10H00 CENORED Office, no 30 Dr. Frans Indongo Street, Otjiwarongo, with the Bidder name, bid number, bid description, closing date of the bid and the email address and contact detail of the bidder. Envelopes not marked correctly will not be opened and will be disqualified.
<b>BID DOCUMENTS</b>	:	Available at CENORED office, no 30 Dr. Frans Indongo Street , Otjiwarongo as from Tuesday, 31 October 2023 and also available electronically after proof of payment only.
<b>DOCUMENT FEE</b>	:	N\$ 300.00.
<b>TECHNICAL ENQUIRIES</b>	:	Mr. Tulipodjo Meudafano Shakela (Inc.Eng,PMP) Tel: 067-314 100. Fax 064 304 701 E-mail: <a href="mailto:mshakela@cenored.com.na">mshakela@cenored.com.na</a>
<b>COMPULSORY PRE- BID BRIEFING MEETING(S)</b>	:	Not Applicable
<b>PROCUREMENT ENQUIRIES</b>	:	Mr. Vilho Tostao Shikongo Tel Nr. : 067-314129, Fax: 067-304701 E-mail: <a href="mailto:vshikongo@cenored.com.na">vshikongo@cenored.com.na</a>
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# Namibia threatens Europe's green hydrogen plans



**By Business Express Writer**

**By withholding its support for an obscure cooperation pact, the “Samoa Agreement,” Namibia risks losing loans from the European Investment Bank.**

The European Commission's plan for a €1 billion green hydrogen and raw materials partnership with Namibia is in jeopardy, after the southern African nation failed to sign a separate multicountry agreement Wednesday that allows the European Investment Bank to lend there.

Namibia was one of 35 countries in the 79-member Organisation of African, Caribbean and Pacific States, or OACPS, which did not sign the “Samoa Agreement” in the Pacific

island nation's capital, Apia, on Wednesday. The agreement is a broad stroke cooperation pact between the European Union and OACPS with mostly aspirational language on topics like climate change, democracy, and migration. However, like its predecessor — the Cotonou Agreement — it also grants EIB license to operate in ACP countries.

Diederick Zambon, head of ACP, Latin America and Asia division at EIB Global, the bank's overseas lending arm, told the closed meeting in Apia that should Namibia not sign the Samoa Agreement by the time it enters into provisional application at the end of this year, EIB would



*Continues on page 15*





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have no mandate to operate or sign new loans with the country.

That's a headache for Brussels, which last month touted a strategic partnership with Namibia, "supported by €1 billion in investments" on sustainable raw materials and green hydrogen — which featured in a number of emissions reduction pledges at the United Nations climate conference, COP 26, in 2021.

The plan is likely to rely heavily on loans from EIB, which is owned by the 27 EU countries, as well as big EU states like Germany.

Officials from the OACPS secretariat and the EU attributed the low number of ACP signatures on Wednesday mostly to a lack of preparation and hence countries' need to debate the deal with their national parliaments — even though the text has been settled since April 2021.

In the case of Jamaica and Namibia, however, opposition appeared to run deeper — though extracting why that was proved challenging.

Asked by Devex why Namibia did not sign in Samoa, Obeth Mbuipaha Kandjoze, head of the Namibian delegation, cited "interpretative issues ... [that] just do not allow us in line with our constitution [to sign]."

When pressed on what areas in the 187-page Samoa Agreement were problematic, Kandjoze said: "That's all I'm prepared to say."

"We are worried, of course, just like anybody else," he responded, when asked about the potential consequences for Namibia's strategic partnership with the EU and EIB should it refuse to sign the Samoa Agreement. "But the constitution is what it is."

**Business Express/Devex**



## Africa secures N\$665 billion in multi-sector investment

***Covering various project developments and priority sectors, \$35 billion (N\$655 billion) in financing commitments have been made towards infrastructure, renewable energy, agriculture, health and creative industry projects in Africa, aiming to catalyze economic growth and infrastructure development across the continent.***

Facilitated by the African Development Bank (AfDB); Islamic Development Bank; Development Bank of Southern Africa (DBSA); Africa 50; European Investment Bank; African Export-Import Bank (Afreximbank); Trade and Development Bank; and Africa Finance Corporation, the commitments were made in Morocco in November and aim to expand various strategic sectors of the African economy.

Key deals signed include three billion dollars committed by the AfDB, Afreximbank and the United National Industrial Development Organization towards the Alliance for Special Agro-Industrial Processing Zones — an initiative aimed at transforming Africa's underdeveloped rural areas into agro-industrial corridors.

The AfDB and Morocco's sovereign wealth fund, the Mohammed VI Investment Fund, also signed a Letter of Intent to provide support for small- and medium-sized enterprises in Morocco, while the Canada-African Development Bank Climate Fund approved \$36.3 million to support climate adaptation on the continent.

Boitumelo Mosako, CEO of the DBSA, noted: "It has been a positive outcome to see the engagement with several partners on a number of transactions."



# NWR unveils Black Friday specials

*By Business Express Writer*

***Namibia Wildlife Resorts (NWR) has announced its highly anticipated Black Friday specials, tailored for all travellers but priced mostly for Namibians eager to explore the beauty of our country's diverse landscapes and wildlife.***

As part of NWR's commitment to making these experiences accessible, the Black Friday specials will be available from November 24 to November 30, 2023.

The limited Black Friday special vouchers, priced at an N\$1000.00 for bed & breakfast at Classic resorts and N\$1999.00 for bed & breakfast at Eco Resorts, present a unique opportunity for local and international clients to embark on unforgettable journeys.

These specially crafted vouchers are designed to facilitate travel from December 5, 2023, to April 30, 2024, allowing for flexibility and convenience in planning the perfect getaway.

## TENDER

First date of publication: 9 November 2023

### TENDER NO: DBMNE0456 SUPPLY OF STEEL WIRE ROPES

**DESCRIPTION:**

Debmarmine Namibia is seeking experienced service providers to supply steel wire ropes.

**SCOPE OF WORK:**

Provide, galvanised and lubricated steel wire ropes of diameters between 64mm and 76mm.

**CLOSING DATE:** 8 December 2023 at 12h00.

**REQUEST FOR ELECTRONIC TENDER DOCUMENT:**

Registered businesses interested in providing such services are requested to obtain a tender document with reference number DBMNE0456 SUPPLY OF STEEL WIRE ROPES.

Tender documents should be requested by the above date and time.

Email Address: Enquiries@debmarine.com

Subject line: DBMNE0456 SUPPLY OF STEEL WIRE ROPES

**ENQUIRIES:**

The Procurement Officer

Tel: +264 61 297 8460

Email: Enquiries@debmarine.com

Subject line: DBMNE0456 SUPPLY OF STEEL WIRE ROPES

**DISCLAIMER:**

Debmarmine Namibia shall not be responsible for any costs incurred in the preparation and submission of a response to this tender and furthermore reserves the right not to extend this tender into any future tenders, negotiations and or engagements.

Debmarmine Namibia shall not accept submissions rendered after the closing date and time.



Continues from page 16

## The limited Black Friday special vouchers, priced at an N\$1000.00 for bed & breakfast at Classic resorts and N\$1999.00 for bed & breakfast

NWR understands its mandate to ensure that the wonders of Namibia are within reach for all citizens. The Black Fridays specials are a testament to this commitment, offering an affordable means for local tourists to experience the rich flora and fauna that our country is renowned for.

“We believe that everyone should have the chance to explore and appreciate the natural wonders that Namibia has to offer,” said Nelson Ashipala, Spokesperson at Namibia Wildlife Resorts.

“Our Black Friday specials are designed to provide an opportunity for Namibians to immerse themselves in the beauty of our country, with a focus on some of our recently renovated resorts.

This is a chance not only to enjoy a memorable vacation but also to witness firsthand the dedication and effort NWR has put into maintaining these exceptional destinations.”

To secure these exclusive vouchers, interested individuals are encouraged to act swiftly, as the limited availability is expected to generate high demand.

The booking window opens on November 24, and vouchers can be purchased until November 30, 2023.



### BID INVITATION

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Proposals are hereby invited from experienced and competent engineering companies for

<b>BID NR &amp; TITLE (1)</b>	:	<b>G/ONB/CENO-17/2023-2024/FINANCE/STORES</b> <b>The Supply and Delivery of Low &amp; Medium Voltage Cables (Two Year Contract )</b>
<b>BID NR &amp; TITLE (2)</b>	:	<b>G/ONB/CENO-18/2023-2024/FINANCE/STORES</b> <b>The Supply and Delivery of Galvanised Poles (Two Year Contract)</b>
<b>CLOSING DATE, TIME &amp; VENUE FOR OFFERS</b>	:	Thursday, 07 December 2023 10H00 CENORED Office, no 30 Dr. Frans Indongo Street, Otjiwarongo
<b>BID DOCUMENTS</b>	:	Available at CENORED office, no 30 Dr. Frans Indongo Street , Otjiwarongo as from Thursday, 09 November 2023
<b>DOCUMENT FEE</b>	:	N\$ 300.00
<b>TECHNICAL ENQUIRIES</b>	:	1. Mr. Stephen Kaluwa Tel: 067-314 100. Fax 064 304 701 E-mail: <a href="mailto:skaluwa@cenored.com.na">skaluwa@cenored.com.na</a>
<b>COMPULSORY PRE- BID BRIEFING MEETING(S)</b>	:	Not Applicable
<b>PROCUREMENT ENQUIRIES</b>	:	Mr. Vilho Tostao Shikongo Tel Nr. : 067-314129, Fax: 067-304701 E-mail : <a href="mailto:vshikongo@cenored.com.na">vshikongo@cenored.com.na</a>
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# OVERVIEW: Inside Namibia's push to enter the green hydrogen market



**By Business Express Writer**

***The Namibian government is moving ahead rapidly with plans to establish the country as an early entrant in the hydrogen market.***

Since publishing its green hydrogen strategy one year ago, construction has begun on a green iron ore project and the country's first hydrogen refuelling station, a feasibility study has commenced for a world-scale hydrogen plant, a dedicated hydrogen investment fund has been launched and a hydrogen project implementation office established.

The Namibia Green Hydrogen and Derivatives Strategy released in November 2022 outlines ambitions for 5-7 million tonnes a year (t/y) of green hydrogen production by 2040 through US\$190 billion of investment, and increasing further to 10-15 million t/y by 2050. By 2040, it is hoped the hydrogen industry could generate US\$6.1 billion in additional GDP for Namibia and create 185,000 direct jobs. Global demand for green hydrogen/ammonia is expected to more than triple by 2050, from about 180 million t/y currently to more than 600 million t/y, driven by the decarbonisation of the world economy.

Namibia's excellent solar and wind energy profiles offer an opportunity to capture a share of this emerging market. Studies suggest that the country could achieve a levelised cost of hydrogen (LCOH) production of just US\$1.2-1.3 per kilogramme, placing it among the world's lowest cost producers alongside Chile, Greece and Saudi Arabia. Namibia's green hydrogen strategy maps out plans for developing three hydrogen valleys in the southern, central and northern regions, where hydrogen production and derivatives facilities will be concentrated with shared infrastructure to lower costs.

In May, the Environmental Investment Fund of Namibia (EIF) invited consultants to submit bids to conduct feasibility studies on the three hydrogen valleys. The studies aim to identify zones within the available land with solar and onshore wind potential and establish the hydrogen and hydrogen-derivative production potential and estimated costs, while also considering the impact of having multiple green hydrogen projects in one area.

Germany's Fichtner was awarded the contract for the central hydrogen valley. The winners of the other contracts have yet to be confirmed.

## **Southern Valley**

The vision for the Southern Valley, which encompasses the Kharas region with its exceptional solar and wind resources, is to establish a portfolio of complementary projects and infrastructure including an enhanced deep-water port in Lüderitz and a world-scale green hydrogen/ammonia plant with wind, solar and desalination assets. These will be developed under the overarching Southern Corridor Development Initiative (SCDI). The centrepiece of the initiative is the US\$9.4 billion Hyphen project, Namibia's first gigawatt-scale green hydrogen plant.

Hyphen Hydrogen Energy, a project development company in which the government holds a 24% stake, has signed an implementation agreement to develop and operate a large-scale, vertically integrated green hydrogen project under a 40-year concession. The other stakeholders are Germany's Enertrag and Nicholas Holdings. To be built on a 4,000-square-kilometre plot in the Tsau Khaeb national park, the Hyphen project will ramp up in phases, and will have an eventual capacity of 300,000 t/y of green hydrogen.



*Continues on page 19*



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production by 2030, from 5-7GW of renewables generation and 3GW of electrolyser capacity. The construction phase is expected to create 15,000 jobs, with 3,000 permanent jobs during its operation. The target is for around 90% of these jobs to be filled by Namibians, along with 30% local procurement for goods, services and materials throughout both the construction and operational phases.

In late October, the Development Bank of Southern Africa agreed to provide a project preparation facility to support the partial funding of the engineering, environmental and socio-economic development studies for the project. Germany's ILF Consulting Engineers (ILF) was appointed in August to provide project management services and technical expertise for the project.

Hyphen is targeting annual production of 1 million tonnes of green ammonia by 2027, with plans to double this by 2029. It has already signed non-binding offtake agreements with German and South Korean industrial companies to derisk the project. The plan is for production in the Southern Valley to reach 5 million t/y of hydrogen equivalent by 2050, using the common-use infrastructure backbone established for the Hyphen project.

### Central Valley

The plan for developing the Central Valley, which encompasses the Erongo, Khomas and Otjozondjupa regions and includes Walvis Bay Port and the capital Windhoek, entails launching several early demonstration projects and investing in infrastructure with the aim of creating a hub for the production of synthetic fuels.

The strategy document notes that the wind power potential in this valley is limited and therefore hydrogen production will only be able to reach scale after 2035, when the costs for solar and electrolyser production are expected to be lower. It estimates that by 2050, hydrogen production in the valley could be 3 million t/y. Four pilot hydrogen-related projects were selected last year for development in the Erongo region. They are making good progress thanks to financial support provided by Germany.

In late September, Cleanergy Solutions Namibia began construction of a hydrogen refuelling station with onsite green hydrogen

production in Walvis Bay. Cleanergy Solutions Namibia is a joint venture of the local Ohlthaver & List (O&L) Group and Belgium's CMB.TECH. The project entails the development of a 10-hectare solar park and a hydrogen production facility equipped with a 5MW electrolyser and a 5MWh battery energy storage system.

A hydrogen academy will also be established as part of the pilot project to train locals on hydrogen technology and its applications, along with a workshop to convert trucks to dual-fuel technology. Cleanergy



*Continues on page 20*

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*Continues from page 19*

Solutions Namibia has also signed a letter of intent with Australia's Fortescue for the construction of a pilot green ammonia plant next to the hydrogen production facility.

The refuelling station is expected to be fully operational by mid-2024, producing 200 tonnes of hydrogen a day. It will supply hydrogen for long-haul trucks and heavy industrial applications such as locomotives and mining and port equipment.

In tandem with the construction of the refuelling station, TransNamib is working on a pilot project to retrofit two diesel locomotives with dual-fuel engines and convert tankers to transport green hydrogen, while NamPort is working to enable its port equipment to operate using dual-fuel technology.

The fourth pilot is an agriculture-focused project. Green houses for plant nurseries and production houses are currently under construction at the experimental Daures Green Hydrogen Village, which is due to be commissioned in June 2024. Green ammonia production for agricultural use is planned to reach up to 700,000 tonnes by 2028.

The longer-term aim for the Central Valley is to turn Walvis Bay Port into a green ammonia bunkering hub to refuel ships passing the Cape of Good Hope. This will require the development of storage and processing facilities at the port, and large-scale ammonia production facilities in the valley. Some 300 hectares have been set aside at the port for the development of green hydrogen-related infrastructure.

As part of a €1 billion critical minerals and hydrogen partnership with Namibia, the European Union has agreed to support a study for transforming Walvis Bay Port into a green hydrogen and logistics hub. Belgium's Port of Antwerp and Bruges International will develop a masterplan covering multimodal infrastructure, spatial planning and market organisation.

The Erongo region has become a hive of activity for hydrogen-related projects of late. On 6 November, a groundbreaking ceremony was held for the Oshivela green iron project.

The €30 million plant is being built near the Valencia mine, close to Arandis, by Hylron, a Namibian-German joint venture. It will use green hydrogen instead of coal for the reduction of iron ore.

The plant will have a capacity of 15,000 t/y of direct reduced iron in its first phase, with production set to commence by the end of 2024. A feasibility study is being conducted to evaluate a mid-term capacity expansion to 1 million t/y.

The Oshivela facility will be powered by solar and wind energy, with 20MW of photovoltaic solar in the first phase, and an additional 18MW of wind energy and 140MW of solar in the subsequent scaled-up production stage.

Also in the Erongo region, France's HDF Energy is planning to develop a US\$240 million green hydrogen to power project at Swakopmund.

The firm has secured 400 hectares of land and is hoping to reach a final investment decision next year. According to the environmental impact assessment, key elements of the project include an 85MW solar array, 24MW of electrolyzers, a 90MWh battery energy storage system, a reverse osmosis desalination plant with a capacity of 600 cubic metres a day and a 6km bulk water pipeline.

Other plans being considered for the Central Valley include the development of bush-fed biomass plants to supply carbon dioxide for methanol and synthetic kerosene production as well as the creation of a special economic zone.

### **Northern Valley**

While the northern region of Kunene has strong renewable energy resources, it currently lacks infrastructure to support the development of a hydrogen hub. According to the strategy document, a new deep-sea port will have to be built in the Northern Valley. It states that development of the region will begin in the mid-to-latter part of the decade once appropriate partners have been identified. The ultimate goal is to establish a green fuels hub and/or a green hydrogen-based hot briquetted iron hub, with the potential for 5 million t/y of hydrogen equivalent production by 2050.

The strategy document estimates that developing Namibia's green energy industry will require US\$190 billion in investment up to 2040. This includes US\$95 billion for upstream production facilities and infrastructure such as renewable energy systems, electrolyzers, storage and pipelines, and about US\$30 billion for midstream assets including ports, derivative plants and trucks.

To facilitate this investment, in June, the government announced the launch of the €1 billion SDG Namibia One fund in partnership with Climate Fund Managers and Invest International of the Netherlands. The fund will seek to mobilise concessionary and commercial capital from investors specifically to support the SCDI. The strategy document estimates that the development of an at-scale hydrogen industry could lift Namibia's GDP by 32% by 2040 and create 600,000 new direct and indirect jobs. It also sees an opportunity for the local manufacturing of renewables technologies such as wind towers and blades and solar cells and modules.



# Multichoice profit falls, Showmax-Comcast platform to launch by early 2024



**By Business Express**

***Multichoice Group reported a 5% drop in half-year profit last week, hit by weaker currencies in several markets, losses at its Showmax streaming business and a lower contribution from its home country.***

The group, whose pay-TV business operates in 50 countries in sub-Saharan Africa, said it made core headline earnings of R1.9 billion in the six months ended 30 September, down from R2billion last year.

## **World Cup**

Coming off high growth linked to the soccer World Cup in the previous six months, overall 90-day active subscriber numbers fell 2% to 21.7 million, with a 5% drop in South Africa due to power cuts and the removal of non-revenue generating customers.

However, the number of premium customers in South Africa rose 5%, supported by the recent Rugby World Cup. Overall group revenue rose 4% on an underlying basis

to 28.3 billion rand, but was down 1% on a reported basis due to weaker local currencies and pressure on consumer spending.

Subscription revenues rose an underlying 3% due to strong growth in the rest of Africa and the Showmax streaming service.

## **Competition**

MultiChoice has been investing billions of rand to fight off competition from streaming giants Netflix, Amazon and Disney. In the reporting period the group increased its spending on local content by 16% year-on-year.

The group said Showmax's partnership with US media conglomerate Comcast was preparing to launch a new platform later in its financial year.

"This service ... will enable MultiChoice to double its customer base and deliver additional US\$1billion revenue in the medium term," the company said. Showmax saw its active subscriber base increase by 13%, resulting in revenues surging 46%. However, higher operating costs due to investments resulted in trading losses rising by R500 million to R800 million.



## Fabian Shaanika appointed new Managing Director for Kelp Blue in Namibia

***Fabian Shaanika has been appointed as the new Managing Director for Kelp Blue in Namibia, starting in January 2024.***

Fabian has close to two decade's mining industry experience having worked at four of Namibia's large mining operations in various technical and managerial roles. He also has half a decade experience in the banking industry.

He holds qualifications from various universities around the world. He has a technical qualification in geophysics at undergrad and postgrad levels from Leeds and Durham University respectively as well as a citation program in geostatistics from the University of Alberta (Canada) and is a registered professional geologist (SACNASP). His managerial training is from equally diverse sources having obtained various qualifications from Imperial College (Design Think and Innovation), London Business School (Emerging Leadership Program) and Stellenbosch Business School (MBA).

# FNB advises vigilance as banking fraud gets sophisticated

*By Business Express Writer*

***As the year draws to a close, FNB Namibia reminds customers to stay vigilant of banking fraud and cool down the heat on scams that are on the increase this time of the year.***

"Scams which target your bank account are getting increasingly sophisticated and more widespread. Whilst we play our part to ensure that your money is secure, there are additional steps that you can take to keep your security details and consequently your bank balance safe," FNB Namibia Forensic Manager Ingrid Katjiukua says.

Katjiukua explains that fraudsters are organised and may choose their target and the type of fraud based upon research of your online profile, internet spending habits and/or social media.

"Fraudsters will go to extraordinary lengths to make you believe that they are genuine and often rely on manipulation attics to get you to give them your banking information. They employ various complex strategies to stop you from becoming wise to their tricks, but we can help you identify the different types of fraud and scams" she says.

Katjiukua says despite the dynamic nature of fraud, customers can be better prepared to prevent it if they pay careful attention to the following warning signs:

Always verify and report suspicious transactions

Whatever story is used, there is usually a sense of urgency and persistence about the payment customers are asked to make because the fraudster does not want you to stop, think and verify the transaction. If you are in doubt about a particular payment or suspect you may have been the victim of fraud, get in touch with us right away.

Never disclose sensitive information such as passwords and PINs to anyone

Internet and cellphone banking make banking more convenient and easily accessible. However, customers still need to take precautions to protect themselves against fraudulent transactions by ensuring that they are familiar with our digital platforms.

"Do not under any circumstances reveal your secret access code/ PIN/password or other unique means of personal identification to anyone, and especially not to someone claiming to be from the bank, internet service provider or any other institution without first verifying this information as this can be used to access your electronic banking facility and scam you of your hard-earned money. Change any of these immediately if you believe that someone may know your secret access code/ PIN/password or other unique means of personal identification. Additionally, do not use the browser facility to store your banking password in order to avoid having to enter it each time you transact



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using Internet banking, as this can make it easier for fraudsters to access” Katjiukua says. Stay alert when using online marketplaces like Facebook

Scammers use tricks like advertising faulty or counterfeit goods or requesting upfront payments for items or deals like cars, rental properties or puppies that don't exist.

Fake giveaways can lead to people compromising their personal and financial information. Marketplace scams can also turn into physical threats or unsafe in-person encounters when people agree to meet with a scammer in an unknown location.

Beware of phishing and smishing scams

Phishing fraud involves sending fraudulent emails to unsuspecting bank customers to obtain their confidential internet banking access codes and passwords.

The email addresses used by the fraudsters often seem genuine, as they imply that the email was sent from a legitimate financial institution. Smishing is also

a reality where customers receive sms notifications with what seem to be communication from their bank followed by a call under false pretenses whereby they are manipulated into sharing their PIN or OTP.

Fraudsters phrase the email in an attempt to lure the recipient into providing confidential information on the spot either by replying or by means of clicking on a link to a site that encourages the customer to disclose his/her bank account number, PIN Number and password.

If the recipient responds to such an email by entering or clicks on the link provided in the email, a pop-up window will appear requesting him/her to enter his/her confidential internet banking access details. This window usually appears to be the bank's legitimate website - but it is not.

“Protecting yourself is not simply limited to your bank card, but also includes being observant and practicing safe banking behaviour all round, online, at ATMS and over the phone.

It is important to remember that fraudsters are always looking for ways to scam people so customers must be multiple steps ahead with adequate safety measures to ensure that they are safe from fraud this festive season,” concluded Katjiukua.

# EXPRESSION OF INTEREST

www.debmarnamibia.com

First date of publication: 23 October 2023

## EXPRESSION OF INTEREST NO: DBMNE0490 CAFETERIA CATERING SERVICES

Debmarnamibia is seeking proposals from experienced and innovative catering service providers to operate a vibrant, healthy cafe at our head offices in Namdeb Building Windhoek. We are committed to promoting a culture of well-being and healthy living among our employees.

**SCOPE OF SERVICE:**

The scope of work envisaged will include the following services:

- On-site catering services for approximately 200 employees per day from 07:00am to 4:30pm, including food supply and preparation of:
  - Offer daily lunch meal options.
  - Provide both hot and cold over-the-counter services, including light breakfast choices.
  - Offer vending services, encompassing cold beverages, healthy snacks, ready-made options and confectionery.
  - Provide hot beverage services, including a Barista service and a selection of teas, with all necessary equipment supplied.
- Management Services: Oversee all activities pertaining to cafeteria operation, including both front and back of house services, and ensure compliance with applicable health and safety standards.

**DOCUMENTATION TO BE SUBMITTED**

- Proof of business registration and bank reference letter.
- Sample of set lunch menu for 1 week : Monday to Friday ( 2 proteins, 1 vegetable side, 1 starch side and a healthy salad to complement the daily menu). Creative menus with variety, balance and some focus on healthy options, will be an advantage.
- Provide two (2) or more references and contact details for on-site cafeteria, catering or restaurant/coffee shop services provided.
- Proposed staff complement to execute the scope. Please include CV's of proposed key personnel.

**CLOSING DATE: 17 November 2023 AT 12:00**

**ELECTRONIC SUBMISSION OF DOCUMENT:**  
Registered businesses interested in providing such services are requested to submit proposal documents (as set out above) with reference number **DBMNE0490 CAFETERIA CATERING SERVICES** to [DBMNE0490CAFETERIA@debmarine.com](mailto:DBMNE0490CAFETERIA@debmarine.com)

**ENQUIRIES:**  
The Procurement Officer  
Tel: +264 61 297 8460  
Email: [DBMNE0490CAFETERIA@debmarine.com](mailto:DBMNE0490CAFETERIA@debmarine.com)  
Subject line: **DBMNE0490 CAFETERIA CATERING SERVICES**

**DISCLAIMER:**  
Debmarnamibia shall not be responsible for any costs incurred in the preparation and submission of a response to this Expression of Interest and furthermore reserves the right not to extend this Expression of Interest into any future tenders, negotiations and/or engagements. Debmarine Namibia will not accept submissions rendered after the closing date and time.

# EXPRESSION OF INTEREST

www.debmarnamibia.com

First date of publication: 20 October 2023

## EXPRESSION OF INTEREST - DBMNE0473 - PROVISION OF OFFSHORE HELICOPTER SERVICES

**DESCRIPTION**

Debmarnamibia is currently in search of a proficient service provider to deliver offshore helicopter services in support of its marine diamond recovery operations. This contractual engagement is intended for a duration of five (5) years.

Prospective bidders are required to possess an AOC, BARS (Basic Aviation Risk Standard) certified for Offshore Helicopter Services. Helicopters must comply with the following:

- FAR29/CS29 certification,
- Twin turbine engines;
- Seating configuration not less than 12 passengers + 2 Type & Instrument rated Pilots.

**EXPRESS YOUR INTEREST :**

Kindly send an email to the address below to express your interest.  
Email Address: [etender.debmarnamibia@litson.co.za](mailto:etender.debmarnamibia@litson.co.za)

Subject line: DBMNE0473 - PROVISION OF OFFSHORE HELICOPTER SERVICES.

**CLOSING DATE TO EXPRESS INTEREST: 1 December 2023 at 12h00**

**DISCLAIMER:**  
Debmarnamibia shall not be responsible for any costs incurred in the preparation and submission of a response to this tender and furthermore reserves the right not to extend this tender into any future tenders, negotiations and/or engagements.

Debmarnamibia shall not accept submissions rendered after the closing date and time.



# 88 Energy nets bullish price target following Namibia expansion



**By Business Express Writer**

**Cavendish analyst James McCormack has reiterated a bullish price target for 88 Energy Ltd of 1.1p against a 0.35p publication price.**

It follows 88 Energy's first foray into Namibia in a notable expansion of the oil and gas exploration and production company's footprint.

The group signed a deal with Monitor Exploration to earn up to a 45% non-operated working interest in Petroleum Exploration Licence 93 (PEL 93), onshore Namibia.

"The attractive phased deal structure provides 88

Energy with optionality to increase its working interest following key operational milestones, limiting both risk and financial exposure," noted McCormack.

He continued: "PEL 93 shares the same high impact, large-scale discovery potential as the North Slope of Alaska, with Monitor identifying ten independent structural closures with an aggregate prospective resource of 7.6 billion bbls in the oil case and 32.7Tcf in the gas case (both unrisked)."

The forward work programme involves the acquisition of low-impact 2D seismic to derisk the project ahead of an initial exploration well.

This is planned for as early as the second half of 2024, McCormack said.

[www.nambusinessexpress.com](http://www.nambusinessexpress.com)



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