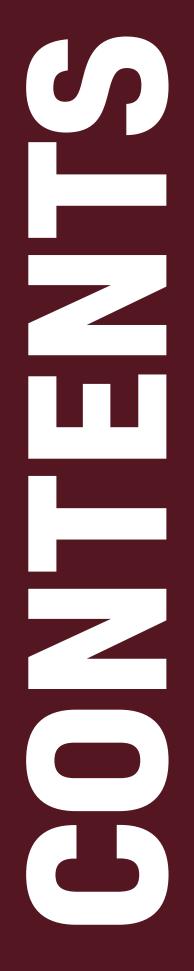




Season's Harvest

NEWSLETTER





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# Dear **Reader**

Welcome to yet another exciting edition of the Season's Harvest Newsletter. This issue marks a bittersweet moment for me as I announce my departure from the Namibian Agronomic Board (NAB) to pursue a new chapter in my career.

Over the past two years, it has been an incredible journey working on and delivering the Season's Harvest Newsletter. What started as a strategic vision to create a platform for sharing knowledge and insights within the agronomic and horticultural industry has blossomed into a successful publication, thanks to the unwavering support of our readers and contributors. Together, we have explored the intricacies of agronomic and horticultural practices, celebrated milestones, and highlighted the challenges and triumphs of our industry.

In this edition, we probe into a myriad of topics that showcase the resilience and innovation of our industry. From celebrating food self-sufficiency to the successful transplantation of 2200 banana seedlings by the NAB and Avagro, we are reminded of the remarkable progress we have made. Despite some challenges, our borders remain open for white maize

importation with some restrictions, thereby ensuring food security for our nation.

Furthermore, the NAB's commitment to empowering small-scale farmers through education campaigns is highlighted, along with a call for the registration of commercial fruit farmers. Additionally, we explore the top traded agronomic crops and other exciting developments that are shaping the future of agriculture in Namibia.

I want to take this opportunity to express my sincere gratitude to all industry stakeholders for your unwavering support. Your contributions, feedback, and engagement have been vital in shaping the Season's Harvest Newsletter into the publication it is today. Be rest assured that the legacy of the Season's Harvest will continue, and I have full confidence that it will only get bigger and better under new leadership. Thank you once again for your support and for being a part of the Season's Harvest family.

Until the next edition, happy reading!

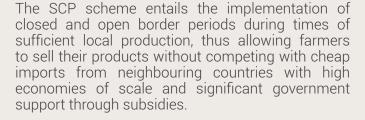
CEO'S Corner

Dr. Fidelis N. Mwazi (PhD)

Chief Executive Officer

As we navigate the dynamic landscape of the agronomic and horticultural industry, we are pleased to announce significant milestones in our journey towards food self-sufficiency. Namibia has made remarkable progress in this regard, thanks to the import substitution initiative of the Horticulture Market Share Promotion (MSP) Scheme.

The MSP Scheme, a growth-at-home strategy implemented by the NAB, aims to stimulate horticultural production in Namibia and promote the local sales of fresh fruits and vegetables. Since its inception in 2004, the scheme has evolved, with the minimum MSP required from traders increasing from 5% to the current 47%. This progress is evident in our vegetable production, where we have achieved 55% self-sufficiency. The MSP scheme is supported by the Special Controlled Product (SCP) Scheme, which initially focused on potatoes and onions and now encompasses 20 vegetable product lines.



The successful implementation of these complementary schemes has led to an increase in local vegetable production, with the country currently importing only 45% of its vegetables to meet local demand. Potatoes alone account for about 85% of vegetable imports, highlighting the significant opportunity for increased local potato production to ensure that Namibia becomes 80% self-sufficient in vegetable production in the next five years.

However, while our vegetable production sector is thriving, our fruit production line is still heavily reliant on imports, with 95% of fruits being imported to meet domestic demand. These statistics are alarming. Therefore, to address this imbalance, the NAB has initiated the Namibia Fruit Development Scheme (NFDS) as part of its Crop Value-Chain strategy. The NFDS scheme is a comprehensive programme that is aimed at stimulating local fruit production, processing, and marketing. We encourage all commercial fruit farmers to register with us, as the NFDS will not only create opportunities for local producers but also attract foreign investment that

will benefit our communities and the nation as a whole.

With great triumphs come challenges, and in this regard, climate variability has emerged as a significant obstacle to crop production and overall food self-sufficiency. This has led to a notable decrease in the production of staple food crops such as white maize, with the 2023/24 marketing season registering a decrease from 98,000 metric tons marketed during the previous season to 68,000 metric tons. This highlights the urgent need for a strategic shift in our approach. Embracing irrigation and adopting climate-smart practices are the crucial steps that we must take to mitigate the impacts of climate change and climate variability on our crop industry.

As we forge ahead, let us remain steadfast in our commitment towards sustainability, innovation, and information sharing. Together, we can overcome the challenges we face and grow a resilient and self-sufficient crop industry. The NAB remains committed to keeping you informed about the latest industry developments through various platforms. We believe that informed stakeholders are essential for the continued growth and development of Namibia's crop industry. Stay tuned for updates and be on the lookout for opportunities to contribute to our shared success. I thank you.



World Food Programme (WFP) Namibia, held a celebratory event in Zita-Mutumba village, in the Zambezi Region Marking Namibia's impressive achievement of 55% self-sufficiency in local vegetable production. The country has also reached a combined total of 45% self-sufficiency in the local production of agronomic (grains) and horticultural (fruits and vegetables) crops. This accomplishment is the result of the combined efforts of smallholder farmers and large-scale commercial farmers.

The achievement underscores a reduction in the country's reliance on food imports, particularly for staple grain crops such as white maize, pearl millet and wheat which has experienced substantial growth to 50% in a good rainy season. This growth is primarily attributed to collaborative efforts between farmers and agro-processors through industry marketing agreements to enhance crop production, market access, and overall sustainability. Notably, this achievement stands in contrast to the fact that fifteen years ago, Namibia's self-sufficiency rate was merely 5% for horticultural products and about 20% for agronomic crops.

Honourable Lawrence Sampofu, Governor of the Zambezi region, during his keynote address delivered on his behalf by Honourable Matengu Simushi, councillor of the Katima Rural Constituency, underscored the current market shares of the Zambezi region. He noted that it

accounts for approximately 7% of white maize and 25% of mahangu grains. However, he pointed out that the region's contribution to horticultural crops is relatively low, standing at less than 1%. He further urged farmers to leverage the region's fertile land and favourable rainfall conditions to positively contribute to the national food basket by capitalizing on the untapped potential for horticultural crops. Additionally, Hon Sampofu emphasised the importance of participating in the Market Share Promotion (MSP) scheme, and thus encouraged farmers to capitalize on this initiative for enhanced market opportunities

The Namibian Agronomic Board (NAB), in fulfilment of its mandate, regulates the movement of agronomic and horticultural products. It facilitates import restrictions during periods of sufficient local production to protect local producers from competition with cheaper imports and the promotion of food self-sufficiency for Namibia as a sovereign state. This is done in line with the Market Share Promotion (MSP) Scheme, Special Controlled Product Scheme, and Grain Marketing Scheme. Hence, all controlled grain crops, including white maize, wheat, and pearl millet (mahangu), as well as controlled fresh produce products are only imported or exported with permits issued by the Namibian Agronomic Board (NAB) and other regulatory agencies, upon satisfying the Market Share Promotion requirements.

Dr Fidelis Mwazi, CEO of the NAB, reaffirmed the commitment to implementing a robust import substitution programme, including initiatives like the MSP, to create a conducive environment and a thriving market for local farmers. "The objective is to expand operations, increase crop production, and propel Namibia towards food self-sufficiency while diminishing dependence on imports," he concluded.

The World Food Programme (WFP) is amongst the entities at the forefront of championing an end-to-end food systems approach to achieve food security in Namibia. To date, the WFP has provided climate-smart agricultural technology, drought-resistant seeds, as well as investment in Agri-infrastructure and clean energy sources. This is in addition to facilitating market access, as well as training on good agricultural practices and value addition.



"Over the years, the WFP has been complementing the government of Namibia's priorities in scaling up domestic food production, as well as facilitating partnerships and investments that can enable the country to capture greater value from the food system as well as strengthening systems and structures that demonstrate efficiency and effectiveness to deliver on this mandate," said Ericah Shafudah, WFP's Deputy Country Director, and Representative in Namibia.

The WFP in Namibia provides technical support to the Government of the Republic of Namibia to help strengthen the food systems value chain as well as accelerate rural transformation towards the attainment of 'Zero Hunger'.



The Namibian Agronomic Board (NAB) and AvaGro are pleased to announce a significant milestone that was achieved in the Banana Project. On the 27th of February 2024, the project successfully planted 2,222 tissue culture banana seedlings of two varieties during its first field trial on a one-hectare (1ha) plot at Mango Vuluzi farm in the Singalamwe area, in the Zambezi production zone.

The Banana Project stems from a Memorandum of Understanding (MoU) signed by the two organisations in October 2023, which is aimed at developing Namibia's banana industry through research and development. Together, the organisations aim to assess and identify various banana varieties that demonstrate superior performance across different agroecological zones of Namibia. This initiative also seeks to promote the commercialisation of banana production by addressing a key obstacle in the country: the scarcity of high-quality and diseasefree banana seedlings that are adaptable to Namibia's soil and climatic conditions. initiative also stems from the fact that the banana is the number two most consumed fruit in Namibia and the country currently relies on 100% imports to fill the domestic demand gap.

In a heartfelt expression of appreciation, Mr Calicious Simone, the recipient of the inaugural project field trial in Mango Vulizi, extended his gratitude to the two organisations that selected

and afforded him the opportunity to partake in the banana field trials. He emphasised the profound significance of the Banana Production Project for himself and his community, recognising its potential to unlock a myriad of opportunities that will catalyse accelerated development.

The planted tissue culture plants consisted of 2,000 Grand Naine and 222 Williams banana varieties, all obtained from Pasture Valley, a fully registered company and horticultural supplier from Eswatini. The supplier will also render technical support to the Banana Project task team consisting of NAB and AvaGro technical staff, and the participating farmers.

The Banana Project plans to increase the number of field trial sites to cover various agroecological zones across the country in the next 12 months. To facilitate this expansion, soil and water samples have been collected from potential sites to undergo testing in order to assess the land suitability for banana cultivation by participating farmers.

The NAB and AvaGro remain steadfast in providing relevant and comprehensive crop value-chain research in the agronomic and horticulture industry.



In light of the challenging weather conditions that have impacted Namibia's rainfall this year, the Namibian Agronomic Board (NAB) has projected a total harvest of 32,394 tons of white maize (excluding Zambezi white maize) for the upcoming 2024 marketing season. This harvest is expected to be marketed to registered millers and silos across the country.

Despite the rainfall challenges, there is a positive outlook for white maize prices, which are anticipated to average above N\$7000.00 per ton this year, which is a significant increase from the average price of N\$5704.00 per ton recorded in the previous season, largely influenced by the high price of maize in South Africa.

Given the anticipated shortfall in meeting the domestic demand of 180,000 tons with local harvests alone, the borders will remain open for the importation of white maize during the 2024 marketing season. However, to ensure that the available local white maize grain is prioritised for purchase by processors, import restrictions will be implemented starting Wednesday, 1 May 2024, until such a time when all local white maize produce is taken up/sold to millers and silos. Millers will receive allocations of the expected harvest based on their historical average grain demand from the closed border season of the 2023 marketing season. Hence, they will be required to take up their allocation before being permitted to import additional grain.

In anticipation of early harvests from irrigated local production, the NAB has put in place measures to accommodate producers who intend to sell or deliver maize before the official start of the 2024 marketing season. Producers have the option to sell the white maize grain to a miller at

the SAFEX - Actual Road Import Parity Price for GMO-free grain applicable on the date of sale or agree to receive payment after 1 May 2024 when the applicable floor price comes into effect. The NAB can provide the relevant SAFEX-Actual Road Import Parity Price upon request.

The NAB will take proactive measures to manage the white maize supply during the 2024 marketing season, thereby ensuring that local producers and millers are supported while maintaining a stable market.



# **FARMER'S TIPS**

ON PRICE DETERMINATION OF HORTICULTURAL PRODUCTS

# **11** What is price?

Price refers to the amount of money a farmer assigns to his/her horticultural commodity. This amount represents the exchange value required from a buyer to acquire it in a market. For example; price per cabbage head or price per kg of cabbage.

# How to determine the price of your produce?

The price determination is influenced by various factors, including; production costs, market scarcity or abundance, the local going price, consumer preferences (quality, sizes, colour, grades, etc.) and economies of scale amongst others.

- Cost of production (CoP): This is generated by dividing the total money spent on producing a certain crop by the total quantity harvested e.g. if you harvest 25000 kg of tomatoes in 1 hectare and spend N\$20 000.00, the unit cost will be 20000/25000=N\$0.80/kg. Meaning that it costs a farmer 80 cents to produce 1 kg of tomatoes. A farmer can then add his/her mark-up on the unit cost to come up with the price per kg.
- II. iConsumer preferences: It is imperative to ascertain the prevailing market preferences and determine the tastes and inclinations of your clientele. Compare what is sold on the market with what you have, then establish if your product is of better or lower quality.
- III. NB: If your product has a short shelf-life span, then it is more likely to be cheaper than a product of the same type that has a long shelf life. For example, ripe tomatoes or tomatoes that have a weaker shell can be perceived as lower grades and fetch lower prices in the market.
- IV. Production capacity How big is your farm? When your horticulture business is small, then the production costs will also be higher. The larger your horticulture business, the lower your production cost per unit due to economies of scale.
- V. Competition Familiarise yourself with local competitors and their market share. Increased competition can lead to price pressures.



- I. Therefore, consider cultivating crops that are not commonly grown by competitors or offer complementary products/services to differentiate your offering.
- II. Scarcity Price and demand have an inverse relationship. When prices rise, demand tends to decrease, and vice versa. Therefore, during scarcity or off-season, crops can fetch higher prices. Being among the first to enter the market can help a farmer to secure better prices for their produce.
- III. Overproduction/abundance Price and quantity supplied have a direct relationship. When prices rise, the quantity supplied increases, and when prices fall, the quantity supplied decreases. Producers often concentrate on producing the same crop simultaneously, thereby leading to the market flooding and subsequently the price declines. To avoid this, it is advisable to vary crops and planting times.

# **03** Who must determine the price?

The producer sets the price at which he/she will sell his/her product, but he/she cannot force the consumer to buy the product. Producers mostly base their prices on production costs and probable consumer purchases at prices based on the market-going price. Ultimately, it is the consumer who decides what they are willing to pay for your produce. Therefore, it is imperative that farmers attach correct prices on their produce (not too low and not too high).

# **104.** Three main pricing strategies

- I. Cost plus pricing: Farmer markup % plus production costs.
- II. Value-added-based pricing: based on perceived value or quality or grade of the product.
- III. Dynamic price: price change based on local market going prices (supply and demand issues).

**Please Note:** The NAB does not regulate the prices of horticultural products, however, during closed border periods farmers are discouraged from inflating the prices of their produce. There are punitive measures that are stipulated in MSP rules and procedures to deal with such wrong acts in order to protect the consumers.

The NAB also monitors Monthly Average Farm Gate Prices, Average Import Parity Prices, and Retail Prices. This report is published monthly on the NAB website (www.nab.com.na) and serves as a valuable guideline for price setting.



# NAB Empowers Small-Scale Crop Farmers Through **Education Campaign**

The Namibian Agronomic Board (NAB) recently concluded a series of informative sessions in the North-Central Production Zone as part of a small-scale farmers' education campaign. The sessions which took place from the 11th to the 15th of March 2024 were held in Ongwediva, Omuthiya, Outapi and Eenhana towns respectively.



The campaign's primary objective is to educate farmers on various topics, including the terms and conditions for registering crop producers, Namibia's Fruit Development Scheme, grain marketing mechanisms, the Market Share Promotion (MSP) scheme, and the latest crop value-chain research. These sessions are designed to assist farmers in understanding the role of the NAB, its mandate, and how they can benefit from its various initiatives to improve production and farming practices.



The small-scale farmers' education campaign was prompted by insights collected from industry satisfaction assessments which highlighted the need for increased support and education for small-scale farmers to enhance the development of small-scale crop farmers within the Namibian horticulture and agronomy industry.

The sessions were attended by over 160 smallscale crop farmers, and the NAB plans to expand this educational campaign to all seven



production zones within the 2024/25 financial year. This expansion aims to ensure that more crop small-scale farmers in Namibia receive the necessary support and education to enhance their agricultural practices.



To ensure maximum participation, the NAB uses various communication channels, including social media (Facebook and LinkedIn pages), its website, farmers' association groups, and National Broadcasting radio stations, to invite interested farmers to register and attend these informative sessions. It is important to note that these sessions are offered free of charge, thus reflecting the NAB's commitment to supporting and empowering small-scale farmers.

This campaign underscores the NAB's dedication to keeping all stakeholders abreast of the latest developments in the crop industry. Through education and support, the NAB is paving the way for a more vibrant and sustainable agronomy and horticulture industry in Namibia.



ensure effective and efficient facilitation of the local crop value

The NAB therefore extends an invitation to all fruit farmers who produce fruits for commercial purposes to register with the NAB. Registration forms are accessible at all NAB offices countrywide. Alternatively, registration forms may also be accessed on the NAB website: https://www.nab.com.na/ downloads/#Data-Collection-Forms or via email requests.

During the registration process, farmers are required to provide the following information:

- Proof of identification (original or certified copy of ID, Birth Certificate; company registration documents)
- Fruit tree name and variety/cultivar
- Month and year planted
- Total area planted (ha)
- Total number of trees planted
- Expected/Actual harvesting month and or year.
- Expected/Actual total yield per tree per season (in tons or kgs)

Fruit farmers are encouraged to provide accurate data and information during the registration process, as this information enables the NAB to implement various targeted interventions aimed developing the local fruit sector.

Further inquiries regarding the registration process can be addressed to Mr. Tangeni Hangula, NAB's Fruit Development Officer on

Tel: +264 61 379 531 Cell: +264 81 4194811

Email: Tangeni.hangula@nab.com.na



# **GRADING STANDARDS** FOR WHITE MAIZE GRAIN MARKETING

### WHITE MAIZE **GRADE 1** (WM1)







- Top quality grain and the most desired grain in the market.
- Grain should be well dry, clean, with a percentage of moisture content not exceeding 12.5%.
- Grain must be free of injurious live insects
   Insignificant % of insect damaged/ broken kernels,
   foreign matter and 7% defective kernels.
- Full WM1 Floor Price to be paid to a farmer at mill door

### WHITE MAIZE GRADE 2 (WM2)





- Good quality grain and still fit for human consumption.
- The maximum percentage of deviation allowed for defective kernels is 13% m/m
- Grain must be, clean, free of injurious live insects, and less % of foreign matters, and broken/ damaged kernels. Maximum Moisture content of 12.5%
- Grade price deduction of less than 6 % from the WM1 Floor Price, at mill door.

# **REJECTED GRADE:** WHITE MAIZE GRAINS WITH INSECTS AND FOREIGN MATTERS



- Severe insect damaged grain and foreign matter, defective kernels of 25%
- Injustious insect present
- Dry kernel with high or very low moisture content.



Foreign matters: weevils, live insects, stones, coal, plant twigs, soil lumps, metal, and glass stuff are not allowed in mahangu grains.







**Insect damaged grains** are rejected in the market



Grains of same variety with different colour; heat damaged grains, or presence of poisonous weed seeds & impurities is undesireble.

**In line with the Government Gazette 14 May 1994:** Regulation related to grading and classification of maize

# **GRADING STANDARDS** REQUIRED FOR PEARL MILLET (MAHANGU) GRAIN MARKETING

# PEARL MILLET (MAHANGU) **GRADE 1**







- Top best quality grain, clean and the most desired grain in the market.
- Grain should be well dry, with a maximum moisture content of 12.5%. Grain must be free injurious live insects Insignificant % of insect damaged/ broken kernels, foreign matter and defective kernels.
- Full Mahangu Floor Price to be paid to a farmer at mill door.

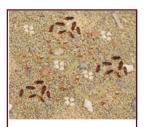
# PEARL MILLET (MAHANGU) GRADE 2





- Good quality grain, clean and still fit for human consumption. Less % of Defective Kernel that passes through a screen of 1.5mm round holes
- Grain must be free from injurious live insects, and less % of foreign matters, and broken/ damaged kernels. Maximum Moisture content of 12.5%
- Grade price deduction of 6 % from the Grade 1 Mahangu Floor Price at mill door.

# REJECTED GRAINS: INFESTED GRAINS



Insect damaged grains are rejected in the market.

Injurious insects e.g Weevils.
Other grains
Soil Lumps
Plant twigs
Living or dead insects
Animal droppings
Glass
Metal
Extraneous matter
noxious seeds
Worms

# REJECTED GRAINS: DEFECTIVE GRAINS KERNELS



Old grain with inferior quality, abnormal flavor and odor



Grains of the same variety with different colours; heat damaged grains, or presence of poisonous weed seeds & impurities are undesireble.

**GN No. 89** "Grading Standards for whole and decorticated Pearl Millet (Mahangu) Grains: Agronomic Industry Act, 1992" 20 June 2020



### Local Production Tonnage 2022/2023

| P     | White Maize (Local) | 98,824 |
|-------|---------------------|--------|
| بالخث | Wheat (Local)       | 24,696 |
|       | Mahangu (Local)     | 2,928  |

### Local Value 2022/2023

| P       | White Maize (Local) | N\$ 656,125,177 |
|---------|---------------------|-----------------|
|         | Wheat (Local)       | N\$ 199,499,549 |
| الميل ا | Mahangu (Local)     | N\$ 18,540,237  |

### Import Tonnage 2022/2023

| P       | White Maize (Import) | 92,205  |
|---------|----------------------|---------|
| بالمخار | Wheat (Import)       | 114,370 |
|         | Mahangu (Import)     | 673     |

### Imports Value 2022/2023

| P     | White Maize (Import) | N\$ 612,178,597 |
|-------|----------------------|-----------------|
| علاير | Wheat (Import)       | N\$ 923,895,783 |
| L     | Mahangu (Import)     | N\$ 4,263,249   |

### Exports

|   |                  | Tons | Value           |
|---|------------------|------|-----------------|
| P | White Maize      | 70   | N\$ 574,000     |
| A | White Maize Meal | 3000 | N\$ 239,000,362 |





On the 6th of March 2024, the NAB held a Table Grapes Post-Harvest Stakeholders' Engagement for table grape producers at the Namibia Grape Company (NGC) headquarters in Aussenkehr, Namibia.

The primary purpose of the engagement was to provide feedback on the outcome of the 2023/24 inspection activities and to discuss matters of interest to the table grape industry.

Table grapes are the most exported horticulture crop in Namibia. For the 2023/24 packing season, the NAB recorded a total of 9,350,292 million cartons (4.5 kg equivalent) inspected for the export market, marking a 2.6% increase from the export volume of 9,107,209 million cartons recorded during the 2022/23 packing season. The meeting was attended by table grapes producers and relevant industry players.

# NAB ENGAGES OMAHEKE REGIONAL COUNCIL ON THE TRANS-KALAHARI BORDER POST HOUSING PROJECT

The NAB paid a courtesy visit to the Omaheke Regional Council on the 1st of March 2024 to discuss the upcoming housing project in preparation for the official 24-hour operations of the Trans-Kalahari border post, starting May 1, 2024.

As the regulatory body responsible for overseeing the import, export, and transit of agronomic and horticulture goods, the NAB recognises the importance of adequate housing for its staff at the Trans-Kalahari border post. With the support of the regional council and other strategic partners, the NAB plans to construct 11 housing units to accommodate its personnel stationed



at the border post, thereby ensuring that they have the necessary resources to fulfil their duties effectively.

The engagement with the Omaheke Regional Council signifies a proactive approach by the NAB to ensure the successful implementation of its operations at the border post.





A world class regulator of a vibrant, diversified and sustainable crop industry



To promote the agronomic and horticulture industry through market regulations and facilitation



# Our Core Values

- Integrity
- Proactiveness
- Accountability
- Inclusivity

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