



NAMIBIAN  
AGRONOMIC BOARD

# Season's *Harvest* NEWSLETTER



# SEASON'S HARVEST CONTENT

<b>03</b>	Editor's note	
	CEO's corner	<b>04</b>
<b>05</b>	NAB Launches Transformative 5-Year Strategies to Drive Namibia's Crop Sector Forward	
	Agro-Processing: The Future of Namibia's Crop Sector Showcased at NAHA 2025	<b>07</b>
<b>10</b>	Outlook: Namibia's Crop Subsector	
	NAB CEO Highlights Namibia's Digital Agriculture Vision at Commonwealth Business Summit 2025	<b>13</b>
<b>15</b>	From Rain to Resilience - Dr. Mwazi Calls for Urgent Shift to Irrigated Agriculture	
	NAB and Kelp Blue Seal Strategic Partnership	<b>16</b>
<b>18</b>	NAB CEO Shares Strategic Vision on Trade Facilitation at Namibia-Zambia Border	
	Outlook on Namibia's Potato Industry	<b>19</b>
<b>21</b>	Understanding the Market Share Promotion (MSP) Scheme: Progress and Impact	
	Understanding Price Determination as a Small-Scale Horticulture Producer	<b>23</b>
<b>25</b>	A Season of Challenge and Caution: Maize and Wheat Outlook for 2025	
	Unlocking Citrus Potential: NAB Strengthens Collaboration for Citrus Sector Growth	<b>27</b>
<b>29</b>	NAB at Key National Trade Fairs	





# Editor's Note

Welcome to this edition of The Season's Harvest, a space where we share the stories, progress, and people shaping Namibia's agronomy and horticulture landscape. This issue is a particularly rich and reflective one, as it brings together activities and key developments from both Quarter 1 and Quarter 2, offering a fuller picture of the work taking place across the crop sector in the first half of the year.

Across the country, producers, researchers, regulators, and partners continue to demonstrate remarkable commitment to strengthening Namibia's food systems. From climate-smart practices to market access initiatives, each story in this edition highlights a sector steadily evolving toward greater resilience, innovation, and inclusivity.

One of the standout themes this cycle is the expanding power of collaboration. The newly signed partnership between NAB and Kelp Blue showcases how science, sustainability, and local expertise can meaningfully intersect to support productivity and unlock long-term opportunities for small-scale farmers. It is encouraging to see research, innovation, and capacity building coming together in ways that directly impact livelihoods

This edition also unpacks developments across several crop value chains, from the citrus sector's growing momentum, to the latest trends in grain production, to the evolving dynamics of Namibia's potato industry.

We further spotlight producer empowerment initiatives, digital transformation efforts, and key moments of regional engagement such as national exhibitions and border facilitation dialogues. Together, these stories remind us that progress is achieved not through isolated actions, but through consistent collaboration across institutions and regions.

With promising weather forecasts, renewed investments in infrastructure, and continued sector-wide commitment, the road ahead holds many opportunities. As we step into the next half of the year, may this issue inspire optimism and deepen appreciation for the collective effort driving Namibia's crop sector forward.

*Happy Reading.*

**Liseli Mwilima**  
Public Relations Officer





# CEO's Corner

As we turn the page toward a new strategic cycle, the Namibian Agronomic Board (NAB) continues to advance with renewed purpose and disciplined execution.

The past year has demonstrated what is possible when vision, governance and collaboration converge. I am proud to share that the NAB has once again achieved an unqualified audit opinion, marking our second consecutive clean audit. This accomplishment reflects not only sound financial stewardship, but a collective commitment to excellence across the institution.

The Launch of the Integrated Strategic Business Plan (2025–2030) and the Crop Value Chain Development Strategy (2025–2030) signals the beginning of a transformative era for Namibia's crop sector. These instruments shift us decisively toward a value-chain-driven, innovation-led, and climate-resilient agricultural economy. Our focus is clear: to strengthen agricultural competitiveness, deepen market access, expand agro-processing capacity, and accelerate the shift from subsistence to sustainable commercial growth.

Central to this transition is our urgent call to move from rain-fed to irrigation-anchored agriculture. Climate unpredictability continues to threaten productivity, and we can no longer rely on rainfall patterns of the past. Irrigation is not simply an option, it is the backbone of future food security, consistent yields and resilient livelihoods. Through targeted partnerships, infrastructure investments, and skills development, with young agronomists and horticulturists now being trained through initiatives such as AGRA, we are laying the groundwork for systems that can withstand the shocks ahead.

Our efforts in digital transformation are equally significant. With the expansion of the E-Crop system and our work toward integrating grading and certification processes into Namibia's National Single Window, we are strengthening traceability, transparency and efficiency across the value chain.

Our efforts in digital transformation are equally significant. With the expansion of the E-Crop system and our work toward integrating grading and certification processes into Namibia's National Single Window, we are strengthening traceability, transparency and efficiency across the value chain. Digital infrastructure must be people-centred, enabling farmers, traders and regulators to make informed decisions from a single source of truth.

Regionally, the planned One Stop Border Post (OSBP) with Zambia marks a milestone in trade facilitation. By reducing delays, strengthening regulatory cooperation, and streamlining movement of goods, we are positioning Namibian producers, particularly horticulture exporters, to compete more effectively in SADC markets.

This edition of Season's Harvest also reflects the power of partnership. Our collaboration with Kelp Blue represents the type of innovation Namibia needs, local input development, ISO-aligned standards and sustainable solutions that directly support producers. As we accelerate implementation of the ISBP and CVCDS, our commitment remains unwavering: to build a crop sector that is globally competitive, inclusive, and capable of driving national development.

Together, with our producers, traders, policymakers, and partners, we are cultivating a future defined not only by growth, but by resilience and shared prosperity.

**Dr. Fidelis N. Mwazi (PhD)**

**Chief Executive Officer**





## NAB Launches Transformative 5-Year Strategies to Drive Namibia's Crop Sector Forward

The Namibian Agronomic Board (NAB) officially launched four cornerstone instruments; the Annual Report 2023/2024, Integrated Strategic Business Plan (ISBP) 2025–2030, Crop Value Chain Development Strategy (CVCDS) 2025–2030, and the Potato Development Scheme, during a momentous ceremony held at Arebbusch Travel Lodge in Windhoek on 26 September 2025.



Minister of Agriculture, Fisheries, Water and Land Reform, Hon. Inge Zaamwani giving the keynote address at the NAB Launch of its key strategic documents.

Graced by the Minister of Agriculture, Fisheries, Water and Land Reform, Hon. Inge Zaamwani, alongside NAB Board Chairperson Mr. Hubertus Hamm and Chief Executive Officer Dr. Fidelis N. Mwazi, the event symbolized Namibia's renewed commitment to transforming its crop sector into a vibrant driver of agro-industrialization, job creation, and food self-sufficiency.

In his welcoming remarks, Mr. Hubertus Hamm described the launch as ***“not merely ceremonial, but a deliberate step forward in aligning NAB's vision with Namibia's broader national development goals.”***

He emphasized that the NAB's ambition is ***“to unlock the full potential of the crop sector through agro-processing and innovation; transforming our industry from one focused on subsistence and primary production into a vibrant engine of value addition, job creation, and national food security.”***

Mr. Hamm noted that while Namibia currently produces roughly N\$4 billion in crop-based processed products, it still imports more than N\$5 billion worth of commodities such as sugar, juices, and cooking oil annually, a gap that represents ***“an opportunity rather than a shortcoming.”*** He underlined the country's comparative advantage, citing over 800,000 hectares of arable land and a range of high-potential crops including maize, millet, wheat, potatoes, onions, citrus, and tropical fruits as assets that can push Namibia toward greater export growth and food resilience.



During his address, NAB Chief Executive Officer, Dr. Fidelis N. Mwazi, highlighted the launch as a defining milestone in the institution's journey toward becoming a world-class regulator. He applauded the NAB team for securing a second consecutive unqualified audit, stating that such achievements are "a testament to disciplined governance, operational excellence, and the unwavering dedication of our staff."

Dr. Mwazi further remarked that the transition into the new ISBP cycle signals "a shift from incremental progress to transformational impact," underscoring that the 2025–2030 strategy is designed to strengthen value chains, deepen digital innovation, and drive measurable sector growth. He added, "Government may nourish the NAB with levies, but it is the stewardship of employees that ensures the Board thrives, not just today, but for generations to come."

He called on all stakeholders, including producers, processors, traders, and regulators, to work collaboratively to unlock the N\$5 billion import gap and convert it into domestic production and agro-processing opportunities. "The future of Namibia's crop sector lies in competitiveness, innovation, and value addition," he emphasized.

The Integrated Strategic Business Plan (ISBP) provides a five-year roadmap structured around four key pillars:

1. Sector Development - Expanding input supply, boosting production, and strengthening market access;
2. Operational Excellence - Ensuring service efficiency and financial sustainability;
3. Regulatory Strength - Promoting fair and transparent governance; and

4. Research and Innovation - Driving climate smart and technology-led resilience.

According to Hon. Zaamwani, the ISBP represents **"a roadmap of transformation anchored in the Public Enterprises Governance Act, compelling NAB to align its operations to national priorities, deliver measurable results, and operate with financial discipline."**

She praised the NAB's unqualified audit opinion as **"a mark of excellence that demonstrates transparency, integrity, and stewardship in the management of public resources."**

At the core of the event was the launch of the Crop Value Chain Development Strategy (CVCDS) 2025–2030, an investment blueprint worth N\$250 million aimed at strengthening Namibia's entire crop production and marketing ecosystem.

Mr. Gilbert Mulonda, General Manager: Agronomy and Horticulture Development at NAB, outlined the plan's strategic framework under the vision **"Growing a sustainable, resilient and competitive crop sector."** The strategy focuses on inputs, production, processing, marketing, trade, and research, with measurable targets to expand farmer participation, enhance agro-processing capacity, and boost export competitiveness by 2030.

Mr. Mulonda highlighted that Namibia's crop sector currently faces challenges including high production costs, limited agro-processing facilities, and inadequate cold storage, but the CVCDS seeks to address these through technological innovation, financial inclusion, and value chain linkages.





# Agro-Processing: The Future of Namibia's Crop Sector Showcased at NAHA 2025

The 2025 National Agronomy and Horticulture Awards (NAHA) was hosted in the Zambezi Region, placed the spotlight on the next frontier of transformation in the crop sector - agro-processing innovation.

Held under the theme ***"Unlocking the Potential of the Crop Sector through Agro-Processing Innovation,"*** the event highlighted the urgent need for Namibia to move beyond primary production and build competitive, value-added industries that will drive food security, job creation, and economic diversification.

In her keynote address, Hon. Inge Zaamwani, Minister of Agriculture, Fisheries, Water and Land Reform, delivered a compelling call to action for Namibia's crop sector to embrace value addition as a national priority.

"The theme challenges us to move decisively from producing raw commodities to building competitive, value-added industries," she said. "This is not optional, it is essential for food security, economic diversification, and job creation.

She revealed that under the Sixth National Development Plan (NDP6), agro-processing has been positioned as a central pillar of industrialisation, aiming to grow the sector's GDP contribution from 7.5% to 10% by 2030, reduce post-harvest losses from 24% to 15%, and increase the value of processed products from N\$1.5 billion to N\$5 billion within five years.

He cautioned, however, that digitalization must be people-centered and inclusive.

***"Digital infrastructure must be more than a buzzword,"*** he emphasized. ***"It must be a bridge to prosperity for every farmer, every trader, and every consumer."***

To realize this vision, Dr. Mwazi called for a whole-of-system approach to agricultural digital transformation, urging collaboration between government entities, private sector partners, development institutions, and youth innovators.

***"At NAB, we are not just digitizing, we are connecting, standardising, and governing data responsibly so that every stakeholder operates from a single source of truth,"*** he concluded.

As a strategic regulator, the NAB continues to champion innovation as a pillar for sectoral development. With initiatives like the E-Crop system and broader efforts to embed technology into the crop value chain, the NAB remains steadfast in its mission to build a digitally empowered agricultural economy that is resilient, competitive, and inclusive.

***"Agro-processing is a game-changer,"*** Zaamwani added. ***"By transforming maize into cereals, potatoes into frozen products, tomatoes into pastes, and fruits into juices and preserves, we extend shelf life, create rural industries, and keep wealth circulating within Namibia."***

Mr. Hubertus Hamm, Chairperson of the Namibian Agronomic Board, reaffirmed NAB's commitment to driving agro-processing through its newly launched Integrated Strategic Business Plan (ISBP 2025–2030) and Crop Value Chain Development Strategy (CVCDS 2025–2030).





***"This year's theme speaks to our national priority, transforming agriculture beyond primary production into value addition, job creation, and shared prosperity," Hamm said.***

He announced that the NAB has committed N\$250 million over the next five years to implement the CVCDS, placing agro-processing at its core.



***"Namibia already produces N\$4 billion worth of crop-based processed products, but we import over N\$5 billion in sugar, juices, tomato products, and frozen fruits and vegetables annually. This gap is not a weakness, it is an opportunity,"*** he emphasised.

Hamm called for collaborative action to improve competitiveness, urging government to address structural barriers such as high electricity costs and VAT on agricultural inputs and machinery. "Let us turn imports into exports, potential into prosperity, and today's efforts into tomorrow's legacy," he concluded.

Dr. Fidelis N. Mwazi, Chief Executive Officer of the NAB, highlighted the importance of innovation and partnership as catalysts for agro-processing growth. ***"This year's theme is a call to action for all of us to harness creativity, technology, and partnerships that will position Namibia's crop industry as globally competitive, inclusive, and sustainable,"*** he said. ***"As we celebrate the achievements of our champions today, let us also commit to building stronger value chains and expanding market access."***

He added that agro-processing not only enhances food security but also fosters industrialisation, rural enterprise, and youth empowerment, aligning with Namibia's long-term vision for economic transformation.

In her welcoming remarks, Hon. Dorothy Kabula, Governor of the Zambezi Region, described the region's vast potential to become a cornerstone of Namibia's agro-processing revolution.

***"The Zambezi Region holds a unique place in Namibia's crop sector,"*** she said. ***"With our fertile soils and abundant water, we are well positioned to expand into high-value crops such as mango, avocado, banana, and pineapple. Processing these into juices, jams, or dried products could turn our comparative advantage into real economic value."***

She welcomed the NAB's plans to establish grain collection centres closer to farmers, a move that will improve access to markets and boost household incomes. ***"By investing in storage, irrigation, and processing hubs, we can reduce losses, create rural industries, and lift incomes across the region,"*** Kabula added.







The highlight of NAHA 2025 was the recognition of Namibia's most outstanding producers, processors, and innovators, individuals and organisations whose excellence embodies the country's shift toward agro-processing and value-driven agriculture.

- Outstanding Pearl Millet Producer of the Year: Saltiel Iipinge
- Emerging Pearl Millet Producer of the Year: Katrina M. Kagwe
- Outstanding White Maize Producer of the Year: B2Gold Namibia
- Emerging White Maize Producer of the Year: Charity Siseho
- Outstanding Wheat Producer of the Year: Uvhungu Vhungu Green Scheme Irrigation Project
- Emerging Wheat Producer of the Year: Ndonga Linena Green Scheme Irrigation Project
- Outstanding Innovator Producer of the Year: Abisai Shikongo
- Outstanding Youth Producer of the Year: Kupferberg Farming CC
- Outstanding Small-Scale Producer of the Year: Musipili Muchaka
- Outstanding Agronomy Processor of the Year: Namib Mills Investment Group
- Emerging Agronomy Processor of the Year: Opoto Mills
- Outstanding Horticulture Producer of the Year: De Rust Farm – Kalahari Holdings
- Emerging Horticulture Producer of the Year: Poshgreen Investment CC
- Outstanding Innovation Producer of the Year: AvaGro Namibia
- Emerging Innovation Producer of the Year: Daures Sixty-Five Agriculture (Pty) Ltd
- Outstanding Youth Producer of the Year: Chimati Farms
- Emerging Youth Producer of the Year: Mupopya Boerdery
- Outstanding Small-Scale Producer of the Year: Cosina Farm
- Outstanding Service Provider (Agronomy): LIKWAMA Regional Farmers Union
- Outstanding Service Provider (Horticulture): Agri Gro Namibia
- Emerging Service Provider (Horticulture): Zambezi Vet & Livestock Farming CC
- Outstanding Horticulture Trader of the Year: Freshco Fruit & Veg
- Emerging Horticulture Trader of the Year: Go Fresh (Pty) Ltd
- Outstanding School Garden of the Year: Faustinus Haididira CS
- Overall Master Crop Value Chain Actor of the Year: Namib Mills Investment Group

***"These winners represent the future of Namibia's crop sector," said Dr. Mwazi. "They are proof that with innovation, collaboration, and value addition, our farmers and processors can compete on regional and global stages."***





# OUTLOOK: Namibia's Crop Subsector

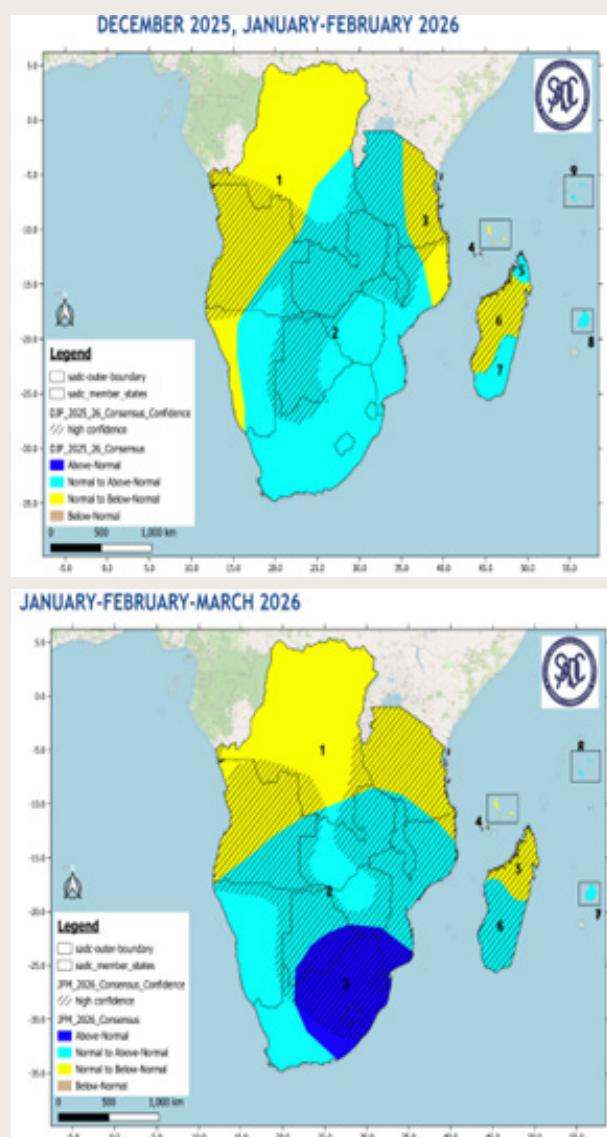
The Namibian crop subsector, though contributing a modest 2.5% - 3.7% to GDP, remains a cornerstone of the nation's economy, supporting the livelihoods of nearly 70% of the population either directly or indirectly through agriculture. According to the latest Crop Subsector Outlook presented by Mr. Gilbert Mulonda, General Manager: Agronomy and Horticulture Development at the 2025 Agricultural Outlook Conference, agriculture continues to be the country's largest employer, engaging 21.49% of the workforce, primarily through subsistence farming.

Over the past three decades, Namibia has implemented several schemes to promote crop production and self-sufficiency, including the Market Share Promotion (MSP), Dryland Crop Production Programme, Horticulture Support Programme, and the Green Scheme Policy. Despite these initiatives, Namibia remains a net importer of 70% of its agronomic and horticultural products, due largely to recurring droughts, high input costs, long transport distances, and inadequate storage infrastructure. In line with the National Development Plan 6 (NDP6) priorities, the sector aims to:

- Increase food self-sufficiency from 30% to 80%;
- Grow crop exports from N\$1.9 billion to N\$2.8 billion;
- Boost agro-processing's contribution to GDP from 7.5% to 10%

## Positive Weather Outlook for 2025/2026

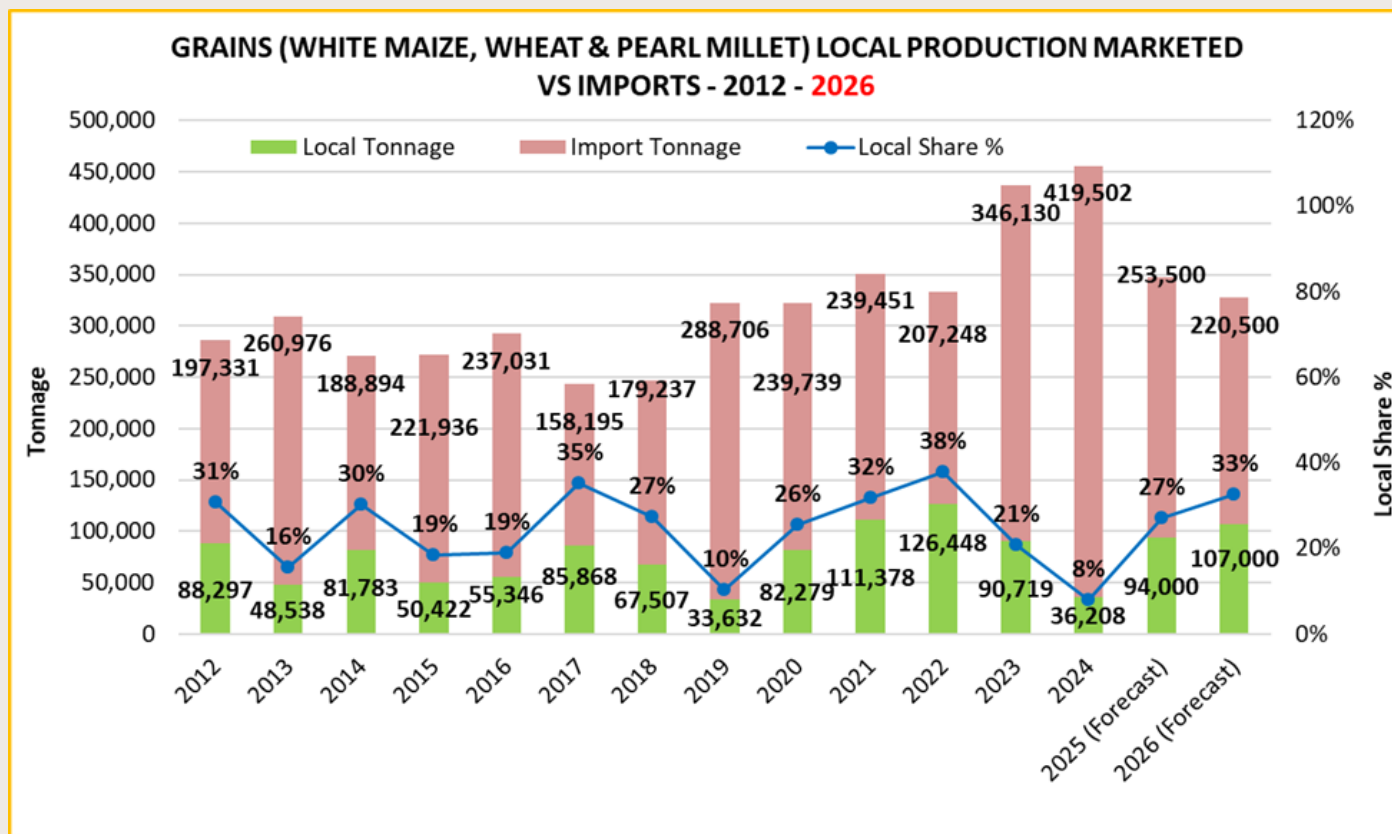
The SADC weather forecast for the 2025/2026 season projects normal to above-normal rainfall across most parts of Namibia from December 2025 to March 2026, signaling a favorable dryland planting season. Only the western regions are expected to receive normal to below-normal rainfall, suggesting localized drought management will remain crucial.



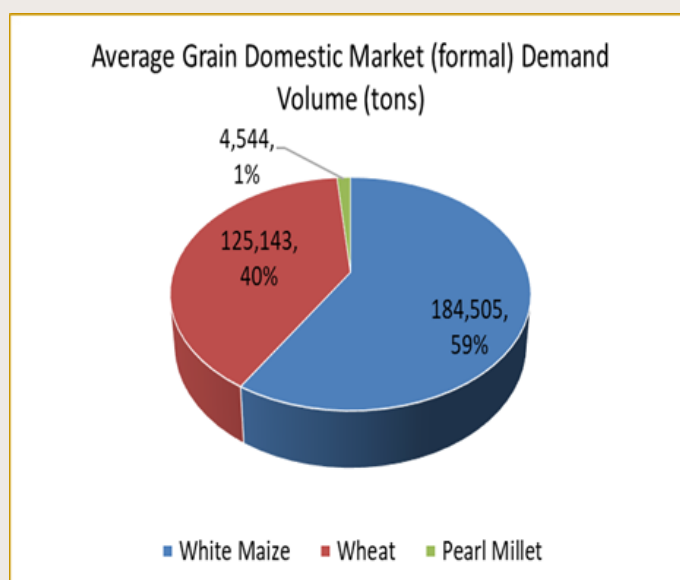
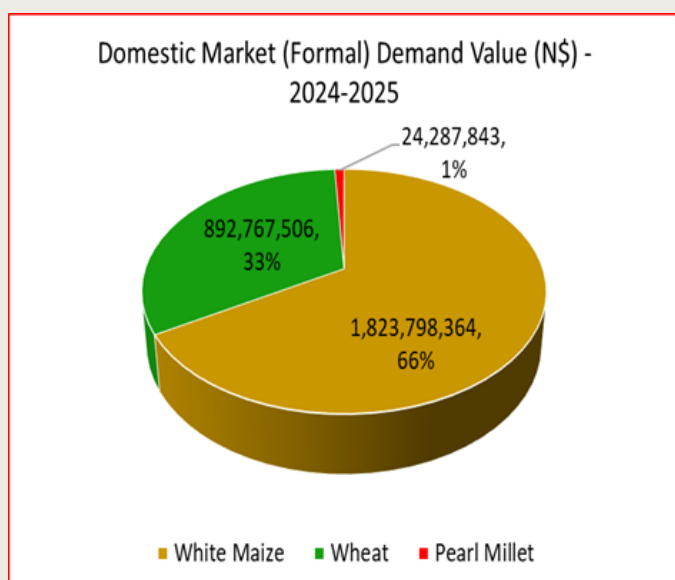
## Grain Industry Trends and Outlook

Grain remains a vital component of Namibia's food security matrix. However, the country still imports a significant portion of its grain needs, 73% in 2025, expected to improve slightly to 67% in 2026.

The SADC weather forecast for the 2025/2026 season projects normal to above-normal rainfall across most parts of Namibia from December 2025 to March 2026, signaling a favorable dryland planting season. Only the western regions are expected to receive normal to below-normal rainfall, suggesting localized drought management will remain crucial.



In 2024, white maize dominated domestic demand at 59%, followed by wheat (40%) and mahangu (1%). Import reliance was highest for white maize (63%) and wheat (36%), with mahangu (4%) accounting for the remainder. Encouragingly, local marketed production was led by white maize at 88%, followed by wheat (10%) and mahangu (2%), reflecting gradual progress toward self-sufficiency.

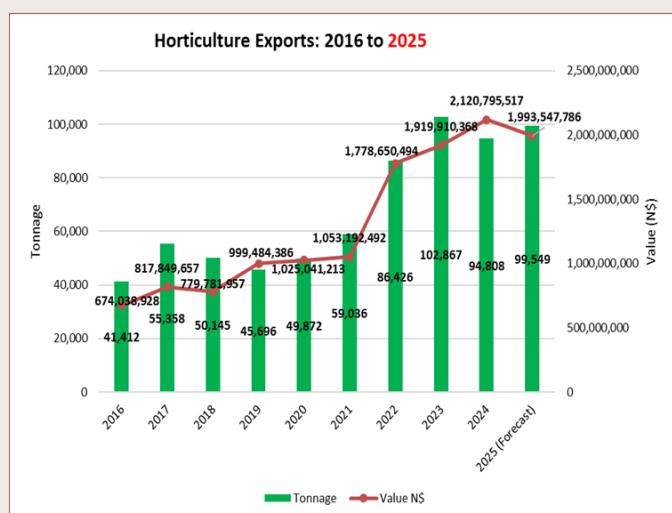




## Horticulture Sector: Steady Expansion and Export Growth

The horticulture industry continues its upward trajectory, with formally marketed local production projected to increase from 34% to 37% in 2025 a 3% growth. While demand is anticipated to dip slightly by 3%, production increases are expected in citrus and potato value chains, partly due to the NAB's Potato Value Chain Development Scheme and Agribank's Potato Value Chain Finance Initiative, whose impact will materialize from 2026.

Export volumes have tripled since 2016, with a further 5% increase projected for 2025. This is largely attributed to replanted grape vines entering production, complemented by rising exports of citrus, dates, and blueberries. Grapes alone account for 64% of Namibia's horticultural export volume, followed by vegetables such as tomatoes, onions, peppers, and butternuts.



The domestic fruit and vegetable market is valued at approximately N\$2.3 billion annually, underscoring the subsector's economic importance.

Despite challenges, the subsector presents vast opportunities valued at over N\$6 billion, particularly in grain irrigation, fruit exports, and agro-processing. To unlock this potential, collaboration between government and the private sector is vital to overcome structural barriers such as:

- High production costs (electricity, seeds, fertilizer);
- Limited processing and logistics infrastructure;
- Need for affordable finance, research and development, and new market access;
- Strengthened phytosanitary controls to ensure export competitiveness.

To this end, the NAB has spearheaded the Crop Value Chain Development Strategy, a N\$250 million initiative aimed at addressing key challenges and driving sustainable growth across the crop value chain by 2030.

While drought remains the number one risk to grain production, Namibia's outlook for the 2025/2026 season is promising. With favorable rains, targeted policy interventions, and ongoing investment in crop value chains, the country is well-positioned to strengthen food security, reduce import dependence, and grow its agro-processing footprint, transforming agriculture into a more resilient and value-driven sector for years to come.



# NAB CEO Highlights Namibia's Digital Agriculture Vision at Commonwealth Business Summit 2025

On 19 June 2025, the Chief Executive Officer of the Namibian Agronomic Board (NAB), Dr. Fidelis N. Mwazi, represented Namibia at the prestigious Commonwealth Business Summit 2025, held in conjunction with the Commonwealth Heads of Government Meeting (CHOGM). The summit brought together influential leaders, policymakers, and private sector stakeholders from across the Commonwealth to explore innovative approaches to trade, investment, and sustainable development.

Dr. Mwazi participated in a high-level panel discussion themed "Leveraging Digital Public Infrastructure for Trade & Investment: The Case of Agriculture." In his address, he offered valuable insights into Namibia's digital transformation journey within the agricultural sector and underscored the NAB's commitment to harnessing technology to drive inclusive growth.



*"In today's global economy, agriculture is no longer just about production," he stated. "It's about digital connection, how we connect producers to markets, inputs to outcomes, and data to decision-making."*

Dr. Mwazi highlighted the NAB's flagship digital initiative, the E-Crop system, a national platform developed to register producers, monitor production, and enhance compliance with market regulations.

*"This is more than a database," he explained. It is a national asset for informed policy-making, improved service delivery, and inclusive participation in the economy."*

The E-Crop system is already reshaping the way producers engage with market structures, ensuring traceability, compliance, and access to critical agricultural information. Dr. Mwazi also shared the NAB's vision to expand the digital ecosystem by integrating its grading and certification processes into Namibia's National Single Window, a centralized digital platform designed to streamline trade documentation across the public and private sectors.

***"This integration will reduce bureaucracy, cut delays, and enhance our competitiveness in regional and international markets,"*** he said.

Beyond regulatory efficiency, Dr. Mwazi stressed the human impact of digital public infrastructure on rural livelihoods. He painted a picture of a connected future where farmers benefit from digital farmer IDs, electronic traceability systems, and mobile-based advisory services.

***"Through digital tools, farmers can gain access to markets, receive real-time weather alerts, and qualify for financial services such as insurance and credit facilities,"*** he noted.



He cautioned, however, that digitalization must be people-centered and inclusive.

***"Digital infrastructure must be more than a buzzword," he emphasized. "It must be a bridge to prosperity for every farmer, every trader, and every consumer."***

To realize this vision, Dr. Mwazi called for a whole-of-system approach to agricultural digital transformation, urging collaboration between government entities, private sector partners, development institutions, and youth innovators.

***"At NAB, we are not just digitizing, we are connecting, standardising, and governing data responsibly so that every stakeholder operates from a single source of truth," he concluded.***

As a strategic regulator, the NAB continues to champion innovation as a pillar for sectoral development. With initiatives like the E-Crop system and broader efforts to embed technology into the crop value chain, the NAB remains steadfast in its mission to build a digitally empowered agricultural economy that is resilient, competitive, and inclusive.





# From Rain to Resilience - Dr. Mwazi Calls for Urgent Shift to Irrigated Agriculture

At the Nedbank–AGRA Handover Ceremony held on Monday, 19 May 2025, Dr. Fidelis N. Mwazi, Chief Executive Officer of the Namibian Agronomic Board (NAB), issued a strong call to action: Namibia must transition from rain-fed to irrigated agriculture to secure the future of its crop sector.

***"With the growing threat of climate change and unpredictable rainfall patterns, relying solely on rain-fed production is no longer sustainable," Dr. Mwazi emphasized. "The future of Namibian agriculture lies in irrigation."***

He noted that while Namibia's crop industry has made significant strides, its vulnerability to climate variability continues to threaten national food security and production targets. To address this, the NAB is urging for increased investment in irrigation infrastructure and the mobilisation of financial support mechanisms tailored to help farmers, particularly smallholder and emerging producers, adopt irrigation technologies.



***"The only way we can achieve year-round production, increase yield stability, and build resilience across the sector is by investing in irrigated agriculture,"*** Dr. Mwazi stated. ***"We need to move away from rain dependency and build systems that can withstand climate shocks."***

As part of this broader push, the NAB is also investing in human capital. Through its partnership with AGRA, a targeted graduate development initiative is equipping young agronomists and horticulturists with the practical skills needed to support irrigation-based farming. These graduates will serve as advisors and mentors to farmers, guiding them on how to manage water-efficient production systems, optimize inputs, and meet market demands.

Dr. Mwazi added that the shift to irrigation aligns closely with national development priorities.

***"If we are to reach our food security goals and support economic growth through agriculture, irrigated production must become the backbone of our crop sector."***

He concluded by appealing to stakeholders, including financial institutions, government agencies, and development partners, to rally behind this transformation. ***"Let us reimagine Namibian agriculture, where every drop of water becomes a driver of productivity, resilience, and prosperity."***





## Forging New Paths in Agricultural Innovation: NAB and Kelp Blue Seal Strategic Partnership

In a landmark move for Namibia's crop industry, the Namibian Agronomic Board (NAB) and Kelp Blue have signed a Memorandum of Understanding (MoU), solidifying their commitment to advancing the country's agricultural value chain through local innovation and capacity building.

The MoU was officially signed in Windhoek by NAB CEO, Dr. Fidelis N. Mwazi, and Kelp Blue Managing Director, Mr. Fabian Shaanika. This partnership is set to catalyse collaborative research, bolster local input production, and strengthen the capacity of Namibia's small-scale producers.

*"This partnership aligns with our mission to facilitate the production, processing and marketing of controlled crops through sustainable, quality-driven approaches,"* said Dr. Mwazi during the signing ceremony.

Rooted in shared values of sustainability and innovation, the agreement outlines three pillars of cooperation:

- **Research and Development** of Kelp Blue's bio stimulant products, such as StimBlue+, with a focus on field trials to boost crop yields and drive adoption among Namibian producers.

- **Capacity Building**, enabling NAB's ISO 9001:2015 lead auditors to gain hands-on experience at Kelp Blue's aquaculture facilities.
- **Support for Certification**, through the implementation of local g.a.p. standards in Kelp Blue's seaweed farming operations, supported by NAB's trained compliance experts.

According to Mr. Shaanika, *"Kelp Blue is committed to contributing toward food security and soil health by developing sustainable, seaweed-based solutions. Partnering with NAB allows us to take this vision directly to the heart of Namibia's agricultural community."*



As part of the MoU, Kelp Blue will provide its bio stimulant products free of charge for collaborative trials, while NAB will spearhead the research design and coordinate outreach to smallholder farmers. An Annual Implementation Plan will be developed each year to guide activities, timelines, and resource allocations.

The agreement, which remains in effect for three years, also sets provisions for joint training activities, data sharing, and continuous professional development. A multi-disciplinary Implementation Committee, comprising technical leads from both NAB and Kelp Blue, will oversee execution and review progress.

Beyond boosting crop productivity, the partnership aims to position Namibia as a hub for ISO-certified, environmentally friendly agricultural inputs.

***"This is more than a partnership; it is a step toward transforming the crop sector into one that is innovative, self-reliant and globally competitive,"***

Dr. Mwazi added.

As the global climate continues to evolve, so must the solutions that sustain our food systems. With this MoU, the NAB and Kelp Blue are not just cultivating crops, they're cultivating resilience, innovation, and shared prosperity.





# NAB CEO Shares Strategic Vision on Trade Facilitation at Namibia-Zambia Border

On the sidelines of the Joint Steering Committee (JSC) meeting between Namibia and Zambia, the Chief Executive Officer of the Namibian Agronomic Board (NAB), Dr. Fidelis N. Mwazi, shed light on the importance of regional collaboration to boost trade and streamline border efficiency. The high-level meeting focused on the establishment of a One Stop Border Post (OSBP) at the Katima Mulilo-Ngoma border, a strategic trade gateway between the two nations.

In his remarks, Dr. Mwazi welcomed the OSBP initiative as a progressive step toward strengthening trade relations and regional integration, especially for agricultural commodities. "This is a critical development that will not only reduce the time and cost of cross-border trade but will also enhance transparency, compliance, and competitiveness for our farmers and traders," he noted.

He emphasized that the current border infrastructure often presents logistical delays, which negatively affect the quality and marketability of perishable produce. With the OSBP, clearance processes for goods and people will be conducted jointly by Namibian and Zambian authorities under one roof, thereby reducing duplication and ensuring faster transit.

***"This joint approach speaks to the broader SADC regional integration agenda and aligns well with the NAB's role of facilitating the production, processing, and marketing of controlled crops," Dr. Mwazi said. "We are particularly optimistic about how this development will impact the horticulture sector, given the volume of fresh produce traded between our countries."***

The Katima Mulilo border is a key corridor for trade not only between Namibia and Zambia, but for the wider SADC region. Dr. Mwazi highlighted that the establishment of the OSBP would strengthen Namibia's position as a reliable trade partner, while also improving food security by reducing post-harvest losses due to delays at border points.

***"Efficiency at borders is directly linked to food affordability and accessibility," he stated. "If goods move faster, costs go down, and the benefits reach both the farmer and the consumer."***

Dr. Mwazi further stressed the importance of continued stakeholder engagement in the OSBP process, highlighting the NAB's commitment to working alongside customs, phytosanitary authorities, transport operators, and traders to ensure a smooth transition.

As the OSBP project progresses, the NAB remains committed to championing the interests of the agronomic and horticulture sectors. ***“We look forward to a future where trade is not hindered by infrastructure, but empowered by it,”*** Dr. Mwazi concluded.





# OUTLOOK ON NAMIBIA'S POTATO INDUSTRY

Potatoes are a staple on Namibian plates and a critical component of the national horticultural sector. As the most consumed horticultural crop in the country, potatoes account for nearly 39% of total horticultural fresh produce consumption. Despite this high demand, Namibia continues to rely heavily on imports to meet local needs. This article provides a comprehensive outlook on the current state, challenges, and opportunities within Namibia's potato industry.

## Local Production and Consumption Patterns

Although some local producers grow potatoes within the country, domestic production remains insufficient to meet demand. From April 2024 to March 2025, Namibia produced approximately 8,534 tonnes of potatoes for the formal market. In comparison, the country imported 22,751 tonnes of fresh potatoes during the same period, underscoring a significant dependency on external sources.

Informal markets also play a considerable role, with estimates indicating that about 41% of local production is sold outside formal channels. Including both formal and informal markets, Namibia's total potato consumption exceeds 40,000 tonnes annually.

## The Import Landscape

Namibia imports potatoes every month, primarily from South Africa, due to persistent local supply gaps. South Africa's mature potato sector, supported by efficient seed systems and high-yield production practices (averaging 37 tonnes/ha), positions it as the dominant supplier in the SADC region.

Namibia also imports frozen potatoes (about 3,754 tonnes annually on average), mostly for the fast-food industry, and seed potatoes, with 2,173 tonnes imported in 2020 alone, valued at over N\$20 million.

## Protection Measures for Local Farmers

To cushion domestic producers against import competition, the Namibian Agronomic Board (NAB) implements the Market Share Promotion (MSP) scheme. Under this policy, fresh produce traders are required to source a minimum percentage of products locally—currently set at 47%. Additionally, when local production is deemed sufficient, NAB temporarily closes borders to potato imports to safeguard market access for Namibian farmers.



## Challenges in the Potato Value Chain

Several bottlenecks hinder the growth of Namibia's potato industry:

**1. Lack of Local Seed Potato Production:** Namibia currently does not produce seed potatoes, relying instead on imports that require advance ordering and bulk purchases. This delays planting and increases input costs.

**2. Post-Harvest Constraints:** Only a few local producers wash and package their potatoes, which is a basic requirement for accessing formal retail markets. This limits their ability to supply high-end retail outlets.

**3. Limited Value Addition:** There is currently no known domestic production of processed or frozen potatoes, leading to further reliance on imports for these products.

## Opportunities for Growth and Development

Despite the challenges, the potato industry holds vast potential. Strategic investments in the following areas could unlock growth:

- **Local Seed Production:** Establishing a local seed multiplication system will improve access and reduce dependency on imports.
- **Washing and Packaging Infrastructure:** Supporting producers with basic value addition infrastructure will improve market competitiveness.
- **Agro-processing:** Investments in processing plants for products like frozen chips or crisps can stimulate value chain expansion.
- **Capacity Building:** Training smallholder farmers in good agricultural practices and post-harvest handling will enhance quality and yield.

## Conclusion

Namibia's potato industry is at a critical juncture. With strong consumer demand, ongoing policy support, and targeted investments in infrastructure and inputs, the country can reduce its import dependency and build a more resilient and competitive sector. The NAB remains committed to supporting both emerging and commercial producers as we work towards a more self-sufficient horticulture industry.





# Understanding the Market Share Promotion (MSP) Scheme: Progress and Impact

Since its implementation, the Namibian Horticulture Market Share Promotion (MSP) Scheme has become a cornerstone of the country's efforts to promote local horticultural production and reduce reliance on imports. Introduced in 2005 under the National Horticulture Development Initiative (NHDI), the MSP is administered by the Namibian Agronomic Board (NAB) and has seen significant evolution over the past two decades.



## What is the MSP?



The MSP is a regulatory mechanism that compels importers of fresh fruit and vegetables to purchase a minimum percentage of their products from local producers before qualifying for import permits. This initiative aims to secure market access for Namibian farmers, stimulate local production, and drive national food self-sufficiency.

Initially, importers were required to source just 5% of their produce locally. However, as the scheme gained traction and local production capacity increased, the MSP threshold was progressively raised. Today, the minimum MSP requirement stands at 47%, meaning nearly half of all fresh produce traded by importers must be locally produced.

## How Does It Work?

MSP compliance is assessed quarterly. Traders must submit returns detailing their local purchases, imports, and exports. These figures are used to calculate whether they have met the minimum requirement. Those who meet or exceed the threshold receive unrestricted import permits, while non-compliant traders are issued limited permits based on a pro-rata calculation.

To support compliance, the NAB also allows for credits, Ad Hoc Amnesties, and Blanket Amnesties in cases where traders are unable to source locally due to factors such as drought, pests, or quality shortfalls, provided they have signed growing programmes with producers.





## Progress So Far

The MSP has made impressive strides in strengthening Namibia's horticulture sector. It has:

- Provided consistent market access for local producers
- Encouraged the expansion of farming activities and improved value chain linkages
- Increased the visibility and promotion of Namibian produce in retail spaces through the eye-catching display requirement
- Reduced dependency on imported fruits and vegetables, particularly during periods of peak local production

While Namibia still imports a significant percentage of certain crops, such as potatoes and fruits, the MSP has played a crucial role in shifting the market in favor of local produce. In fact, products like onions, tomatoes, grapes, and butternut have seen steady local production increases and notable export activity.

## Looking Ahead

The NAB continues to refine and strengthen the MSP scheme to ensure it remains responsive to both producer and market needs. With supportive mechanisms in place and ongoing stakeholder engagement, the MSP is well-positioned to drive further progress toward a resilient, competitive, and sustainable horticulture sector.

For producers, understanding and participating in the MSP opens the door to long-term growth. For traders, it is not only a regulatory requirement but also a contribution to Namibia's food security and agricultural development.







Over 170 small-scale horticulture producers empowered through NAB & NATFP training on price determination across the Zambezi, Kavango, and North Central zones.

# Understanding Price Determination as a Small-Scale Horticulture Producer

For many small-scale horticulture producers, determining the right selling price for their produce can be challenging. Without a proper pricing strategy, farmers risk either overpricing and losing customers or underpricing and operating at a loss. Fortunately, the Namibian Association of Traders in Fresh Produce (NATFP), in collaboration with the NAB, offers valuable guidance on how producers can make informed pricing decisions.

As part of this effort, the Namibian Agronomic Board (NAB), in collaboration with the Namibian Association for Fresh Produce (NATFP), successfully concluded the Training on Price Determination for Small-Scale Horticulture Producers in the Zambezi, Kavango, and North Central production zones. Over 170 participants took part in these sessions, eager to strengthen their knowledge and skills to grow their farming businesses sustainably.

## 1. Start with the Basics: Know Your Costs

The first step in price determination is to understand your production costs. These include:

- **Planting costs:** Seeds, fertilizer, diesel, and salaries
- **Growing costs:** Water, electricity, pesticides, additional labor
- **Harvesting costs:** Machinery, packaging materials, transport
- **Yield:** The quantity harvested significantly affects unit cost. A larger yield reduces the cost per kilogram, increasing your profit margin.

### Example:

*If your total production cost is N\$15,000 and you harvest 2,000 kg of tomatoes, your cost per kg is N\$7.50. Selling below this price would result in a loss. If you sell at N\$10.00/kg, your profit would be  $N\$2.50 \times 2,000 = N\$5,000$ .*

## 2. Consider the Market Parity Price

If you're competing with imports, it's important to calculate the parity price – the cost of similar produce brought in from South Africa. This includes:

- Cost at SA market
- Transport (e.g., ~N\$1,750 per pallet)
- Import levy (5% of landed cost)
- Sales levy (1.4%)

This helps set a baseline price to ensure your produce remains competitive.



### 3. Understand the 1.4% Sales Levy

As per government regulation, all first sales of horticultural produce attract a 1.4% sales levy. This amount is deducted from the invoice and paid to NAB by the trader. As a producer, it's crucial to account for this when setting your prices.

**Example:**

*If you invoice a trader N\$100, you will receive N\$98.60 after the 1.4% deduction.*



### 4. Packaging and Labour Costs Matter

Before you even plant, it's vital to:

- Identify the market
- Understand preferred packaging
- Estimate possible pricing
- Determine how you'll transport your goods

This proactive approach can save costs and boost your profitability.

### 6. Collaborate to Cut Costs

Larger deliveries reduce transport costs. Instead of individual drop-offs, work with wholesalers or fellow producers to fill a truckload. A full truck delivery to Windhoek, for example, can lower the transport cost per pallet from N\$500 to N\$312.50.

The key to success as a small-scale producer lies in mastering the numbers. Know your costs, understand market dynamics, and price strategically. Remember, selling smart is just as important as growing good quality crops.







# A Season of Challenge and Caution: Maize and Wheat Production Outlook for 2025

As Namibia prepares for the 2025 marketing season, updated projections from the Namibian Agronomic Board (NAB) shed light on expected white maize and wheat grain performance. With the season marked by climatic variability, input cost pressures, and shifting rainfall patterns, producers and traders alike are encouraged to brace for a tight supply scenario especially for maize.

## White Maize: Production Forecast and Supply Gap

According to the preliminary white maize grain forecast for 2025, total production is expected to reach 75,071 tonnes, sourced from both rainfed and irrigation systems across six production zones. While this figure shows promise, it still falls short of the national average monthly demand of approximately 24,403 tonnes, which translates into an annual requirement of around 195,224 tonnes.

The breakdown shows that only 27% (20,573 tonnes) of the total production will be from rainfed fields, with the majority, 73% (54,497 tonnes), coming from irrigated farmland. Notably, key production zones contributing to the total include:

- Karst Area: 32,506 tonnes (43% of total)
- Central/East: 20,785 tonnes (28%)
- Kavango: 12,265 tonnes (16%)
- Zambezi and North Central: Combined contribution of just 11%

However, despite these contributions, the supply-demand analysis reveals significant monthly deficits. For instance, in March and April 2025, shortages of 21,784 tonnes and 16,397 tonnes are expected respectively. While a marginal surplus may occur in May and June, the country will re-enter deficit territory from July onward.





## Wheat: A Snapshot of the 2024 Season

Drawing from the latest production statistics, Namibia harvested a total of 17,791 tonnes of wheat in 2024. The Central and Karst production zones accounted for the bulk of this output, contributing 8,987 tonnes (51%) and 7,604 tonnes (43%) respectively. This represents a notable increase from the previous season, thanks to improved irrigation infrastructure and higher average yields.

Despite these gains, local wheat production remains significantly below national consumption levels, necessitating continued reliance on imports to meet demand. The average yield per hectare stood at 7.24 tonnes, with the highest yield observed in the Central Production Zone.

### Key Takeaways for Stakeholders

**1. Urgent focus on irrigation:** With irrigated systems contributing more than two-thirds of maize production, continued investment in irrigation infrastructure and water-efficient technologies will be critical.

**2. Diversified zone support:** Targeted interventions in underperforming zones like the South and North Central regions may help unlock latent production potential.

**3. Supply chain resilience:** The projected maize shortfalls reinforce the need for enhanced storage, logistics, and cross-border import coordination to maintain food security.

**4. Data-led planning:** Timely and transparent data will be crucial for price determination, market forecasting, and policy planning.

As the season unfolds, NAB remains committed to working with producers, traders, and policymakers to ensure a balanced and resilient grain supply chain. The 2025 season may be demanding, but through strategic planning and shared responsibility, Namibia's grain sector can weather the storm.





# Unlocking Citrus Potential: NAB Strengthens Collaboration for Citrus Sector Growth

To boost Namibia's citrus industry, the Namibian Agronomic Board (NAB), in partnership with industry players, convened a strategic stakeholder engagement aimed at unlocking the sector's full potential and strengthening the citrus value chain.

The engagement brought together different stakeholders, including representatives from local citrus nurseries, growers, exporters, producer and trader associations, smallholder farmers, as well as key public sector institutions such as the Ministry of Agriculture, Fisheries and Land Reform, the Namibia Investment Promotion and Development Board (NIPDB), the Agricultural Trade Forum, and the Namibian Standards Institution.



NAB, together with key industry stakeholders, hosted a strategic engagement to unlock the potential of Namibia's citrus industry and strengthen value chain development.

Addressing the gathering, NAB CEO Dr. Fidelis N. Mwazi shared significant institutional updates, announcing the Board's revised vision and mission. The vision was updated from **"A world-class regulator"** to **"A globally recognised regulator of a sustainable, agile and innovative agronomy and horticulture sector."**

*"This revision ensures our strategic direction is aligned with measurable international standards, including ISO 9001:2015 and ISO 17020. It's not just about regulation, it's about global relevance,"* Dr. Mwazi emphasized.

He further highlighted NAB's commitment to value chain development, stating that the Board will inject N\$250 million over the next five years, at N\$50 million annually, towards crop industry growth, with citrus as a priority.

***"Citrus is more than a fruit; it represents economic opportunity, jobs, foreign exchange earnings, and transformation for our farmers and the national economy,"*** Dr. Mwazi remarked.

## Peeling Back the Facts About Namibia's Citrus Sector

### Controlled Crop

- Citrus fruits are gazetted under the Agronomic Industry Act (Act 20 of 1992) for better regulation and market oversight.

### Quality Matters

- National citrus quality standard NAMS 0023:2022 ensures market consistency and export readiness.







### Demand vs. Supply

Citrus is Namibia's 3rd most consumed fruit, yet 96% is imported, costing N\$57.6 million per year.

### Where It Grows

Main production zones include:

- Karst
- Central
- Southern
- Orange River

### Tree Stats

- 150,515 trees planted nationwide
- 1,783 tons expected harvest in 2025

### Market Breakdown

- 70% sold via formal markets
- 30% sold via informal channels

### Top Varieties

1. Oranges
2. Soft Citrus (Naartjies)

### Trade Earnings

In 2024, exports to South Africa and Angola earned N\$23.9 million+

### Input Investment

Citrus planting material imports total over N\$136 million, ranking in the top 10 for agri-inputs.





# NAB at Key National Trade Fairs

The Namibian Agronomic Board (NAB) continues to demonstrate its commitment to promoting local production, trade, and stakeholder collaboration through active participation in national exhibitions and trade fairs. Two key highlights were the Zambezi Bream Festival and Cultural Expo 2025 and the Windhoek Industrial and Agricultural Show 2025, which collectively attracted over 1,700 visitors to the NAB exhibition stands.

The town of Katima Mulilo came alive as the Zambezi Bream Festival and Cultural Expo 2025 officially opened under the theme *"Empowering Local Economies through Business Collaboration."* The event attracted approximately 700 visitors, including producers, traders, and community members from across the Zambezi Region.



The NAB exhibition stand served as an interactive hub for engagement with producers, traders, youth, and small-scale entrepreneurs. NAB Staff members spotlighted opportunities for local producers to improve productivity, access markets through registration with the NAB.

From the banks of the Zambezi to the capital city, the NAB also exhibited at the Windhoek Industrial and Agricultural Show (WSS), held from 30 September to 4 October 2025, which drew an impressive 1,000 visitors to its stall.

The WSS is one of Namibia's largest platforms showcasing the intersection of agriculture, industry, and innovation. Visitors to the NAB stand engaged with staff members on a variety of topics, including registration with the NAB, import and export control, understanding the NAB's mandate.

Through these engagements, the NAB aims to strengthen its connection with existing farmers, agribusinesses, and the public, fostering greater understanding of its mandate and initiatives. Participation in these trade fairs forms part of NAB's broader stakeholder engagement efforts to empower local producers, drive rural development, and promote inclusive economic growth.







## Our Vision

A globally recognised regulator of a sustainable, agile and innovative agronomy and horticulture sector.



## Our Mission

To advance the development of the agronomy and horticulture sector through effective regulation and facilitation.



## Our Core Values

- Integrity
- Accountability
- Inclusivity
- Agility
- Sustainability
- Innovation

# CONTACT US

Windhoek Head Office

+264 (61) 379 500

PRO@nab.com.na

### Border Offices

Ariamsvlei Border Office

+264 63 280031

Ariamsvlei.Border@nab.com.na

Ngoma Border Post

+264 (66) 250621

Ngoma.border@nab.com.na

Noordoewer Border Office

+264 (63) 297815

Noordoewer.Border@nab.com.na

Oshikango Border Office

+264 (65) 265524

Oshikango.Border@nab.com.na

Katima Mulilo Border Office

+264 (66) 254903

Katima.border@nab.com.na

Transkalahari Border Office

+264 (62) 560474

Transkalahari.Border@nab.com.na

Walvis Bay port Office

+264 (64) 204221

Walvisbay.Border@na.com.na

### Inland Offices

Ongwediva Office

+264 (65) 238619

Tsumeb Office

+264 (67) 222571

Katima Office

+264 (66) 253524

Rundu Office

+264 (66) 256718



www.nab.com.na