
Innovation in Financing Agriculture

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GIPF

Government Institutions
Pension Fund

To guard, and to grow.



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GIPF

Government Institutions
Pension Fund

To guard, and to grow.

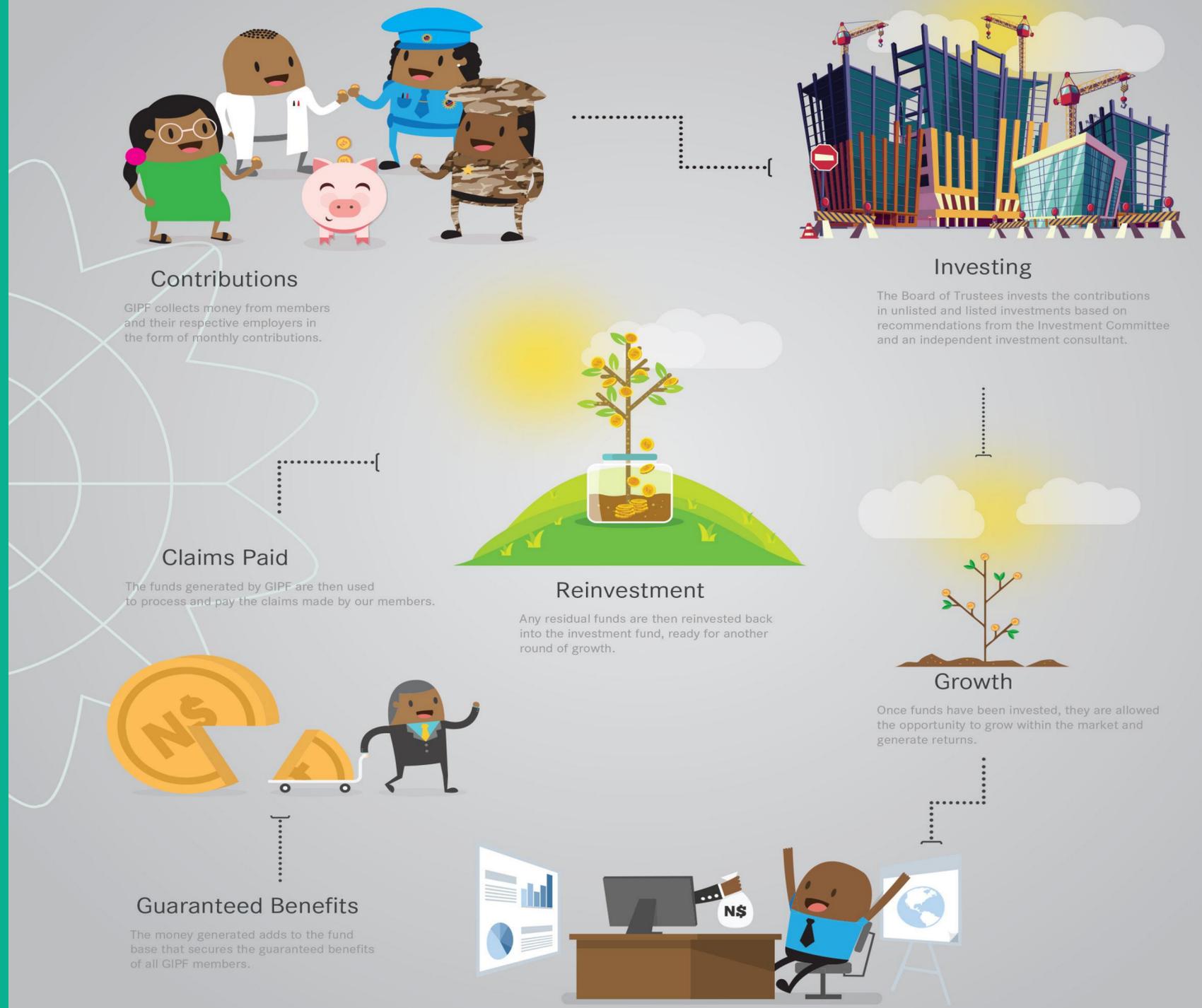
Introduction

Investment Approach

- **Defined Benefit Fund:** GIPF Provides guaranteed benefits to its members
- The principal long-term goal of the GIPF is to meet its benefit obligations as set out in the rules of the Fund
- Liability driven investment strategy
- Regulated by NAMFISA
- Domestic asset investments > 45%
- 1.75% <unlisted investments< 3.5%
- Promote socio-economic development and empowerment in Namibia

The GIPF Circle of Investment

How do member funds contribute to the growth of their pension fund?
Here's how GIPF makes your retirement money work for you.



Developmental Investment Policy

Sector Focus

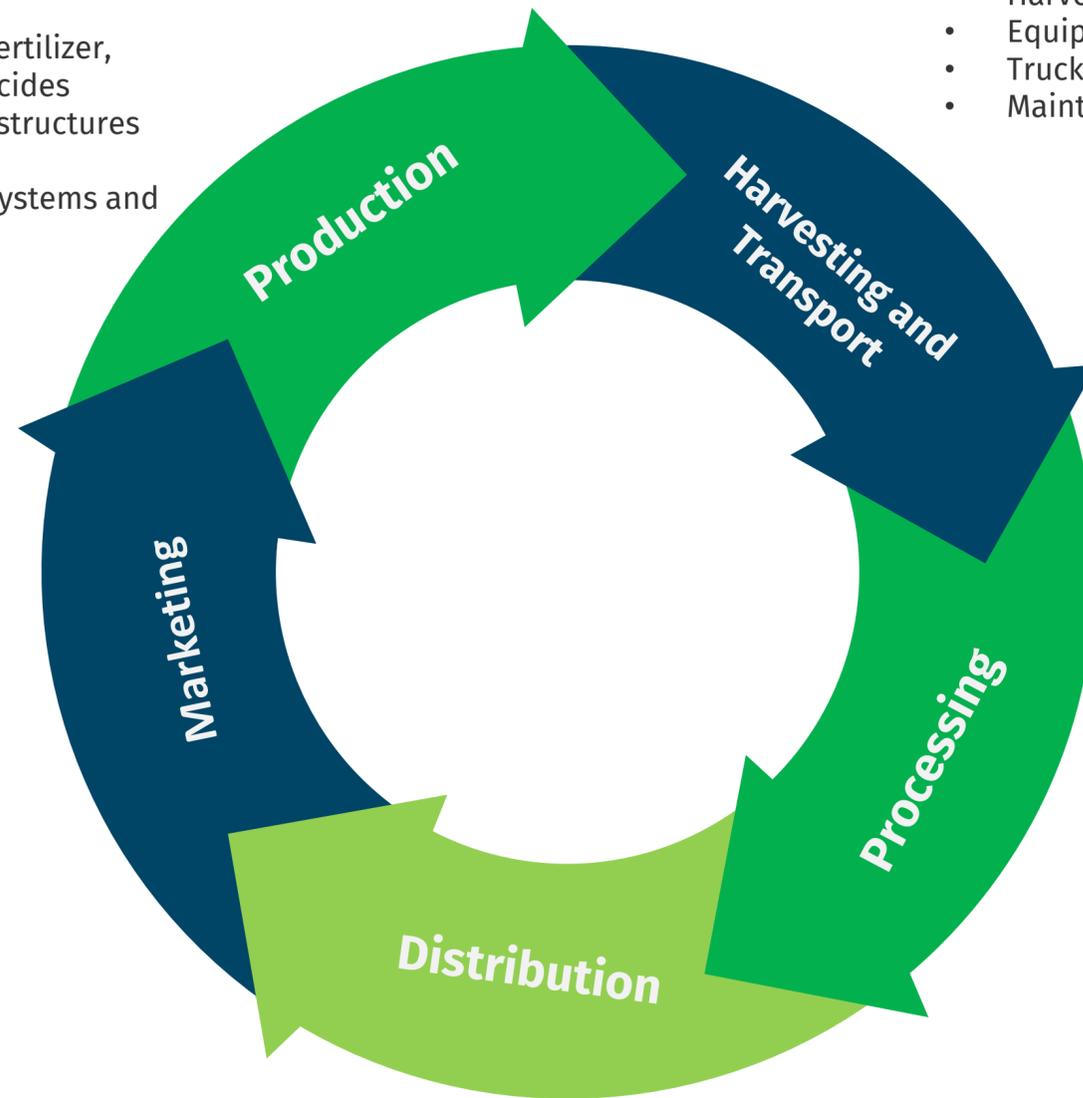
- Logistics Infrastructure
- Renewable Energy and Energy Frontier Technologies
- Non-Renewable Energy
- **Agriculture and Food Processing**
- Education and Skills Development
- Health and Healthcare Services
- Housing
- Small Medium Enterprises “SME”
- Information and Communication Technology “ICT”

Target Focus

- Existing or start-up business with good potential or unique value proposition
- Place value on partnership with competent entrepreneurs
- Competent and focused management and support them to grow the value of the business
- Long term value creation
- Enterprise value of at least N\$30 million

Financing Agribusiness: Value Chain

- Equipment
- Inputs: Seedling, Fertilizer, Herbicides & Pesticides
- Water supply infrastructures
- Land Preparations
- Energy efficiency systems and



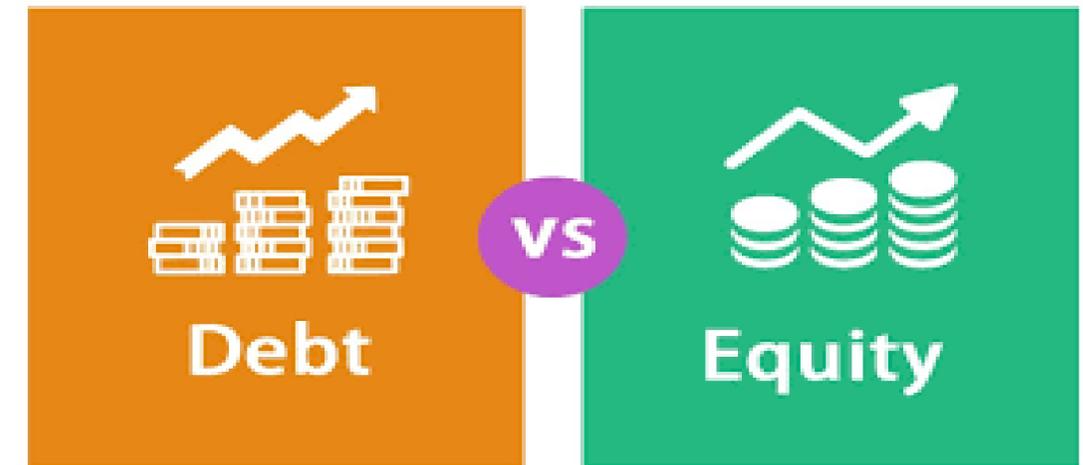
- Harvesters
- Equipment
- Trucks for hauling grains
- Maintenance of farmlands

- Working Capital
- Advertising and commissions
- Franchise and access to retailer
- Marketing portal

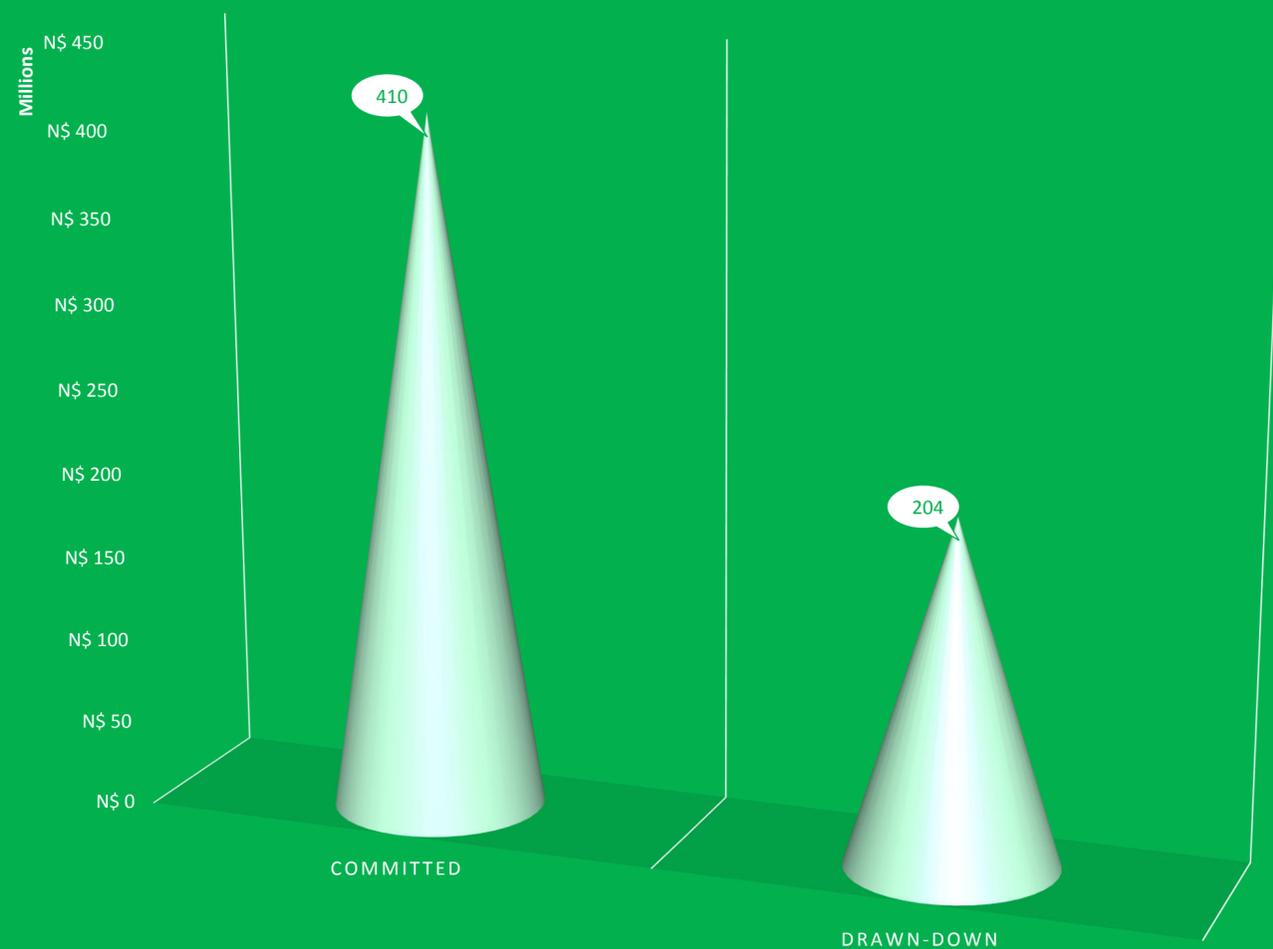
- Millers
- Packhouse
- Sorting and Processing hub
- Cleaning,
- Grading and quality control

- Equipment
- Storage facility
- Investment in Channel of distributions such as intermediaries systems, Hubs
- Agro marketing distributors and agency

Type of Funding



Financing Agribusiness



Green Crisp
N\$59 million

Mashare Irrigation
N\$60 million

Mashare Berries
N\$90 million



GIPF
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To guard, and to grow.

Mashare Irrigation and Berries

- N\$60m to develop irrigable land from 120ha to 460ha
- N\$90m to develop 40 – 150 hectares for Blue Berries



**N\$150
million**

**460ha Agribusiness:
Maize, Wheat,
Potatoes and Blue
Berries**



Mashare Irrigation and Berries – a Success Story

Mashare Irrigation	Pre-Investment	Post-Investments
Area under irrigation	120ha	460ha
Maize	1 000 tons	3 300 tons
Wheat	700 tons	1 100 tons
Potatoes	None	1 300 tons
Blue Berries	<ul style="list-style-type: none"> • First large-scale Namibian commercial blueberry plantation • First fruit for Blue Berries was harvested in August 2020 • Targeted for the export market 	



Community benefits

- Full time employment: 64
- Seasonal employees: 120 -300

Contribution to National Economy

- Food security
- Import substitutions
- Foreign currency earnings

Green Crisp Farming

- GCF is a hydroponic operation established on the outskirts of Okahandja.
- Total Investment

N\$59 million

Impact of GIPF Investment

- Supplier to major retail chains locally
- Export to Angola and South Africa
- Seasonal workers : up to 200
- Full time: 33

Products

- cucumbers
- peppers
- lettuce



Financing Agribusiness



Key Success Factors

- Public-private Partnership
- Experienced Manager
- Market gap locally, Maize & Wheat
- Access to export market
- Experienced operator
- Proper transport infrastructure and shipping capability within the Walvisbay corridor



Challenges

- Access to land
- Water rights
- Electricity
- Early-stage funding
- Greenfield and lack of proper feasibility
- Unapplied Project Preparatory Fund
- Lack of experienced operators in other regions
- Lack of entrepreneurship in the industry

Conclusion

- More role players to co-finance with GIPF
- Opportunity for blended financing
- There is a need for increased service PP





Thank you