



Namibia

Oil and Gas Conference

2024

20-22 AUGUST | MERCURE HOTEL
WINDHOEK | NAMIBIA

Conference Report





Namibia

Oil and Gas Conference

2024

economic
association
of namibia



Contact Details

T: +264 61 244 300
E: info@ean.org.na

70-72 Dr. Frans Indongo Street
PO Box 6148
Windhoek, Namibia

CONTENTS

GLOSSARY	4
EXECUTIVE SUMMARY	5
CONFERENCE OBJECTIVES	6
OVERVIEW	8
THE OFFICIAL OIL & GAS CONFERENCE APP	9
STRATEGIC CONFERENCE: DAY ONE:	10
Introductory Addresses	10
SESSION 1: Oil and Gas - Challenges and Opportunities	15
SESSION 2: Powering Namibia's Future	18
SESSION 3: Local Content and Inclusive Economic Growth	22
STRATEGIC CONFERENCE: DAY TWO:	30
SESSION 4: Namibia's Role in Global Oil and Gas Markets	30
SESSION 5: Infrastructure and Logistics	34
SESSION 6: Financing Namibia's Mega Projects	37
SESSION 7: Transparency and Natural Resource Management	40
SESSION 8: Understanding the Procurement Process	45
CLOSING SESSION: Summary and Future Directions for NOGC 2025	48
KEY THEMES	49
CONCLUSION	51
SESSION SUMMARIES	54
PRE-EVENT MASTER CLASSES:	
THEME A: TECHNICAL REQUIREMENTS TO UNLEASH NAMIBIA'S POTENTIAL	54
SESSION 1: Onshore and Offshore Appraisal and Development	54
SESSION 2: Drilling and Servings	55
SESSION 3: Subsea, Marine and Logistics Hubs	57
THEME B: BUILDING PARTNERSHIPS AND CAPACITY	59
SESSION 1: Operator's Roles and their Requirements	59
SESSION 2: How to do Business in Namibia	60
SESSION 3: People, Talent and Local Content	62

GLOSSARY

API	American Petroleum Institute
DFI	Development Finance Institutions
EAN	Economic Association of Namibia
EIA	Environmental Impact Assessments (EIAs)
EITI	Extractive Industries Transparency Initiative
EMA	Environmental Management Act
EMA	Environmental Marine Act
ESG	Environmental, Social, and Governance
FATF	Financial Action Task Force
FPSO	A floating production storage and offloading unit is a floating vessel used by the offshore oil and gas industry for the production and processing of hydrocarbons, and for the storage of oil.
HC	Hydrocarbon
HSF	Hanns Seidel Foundation
IFC	International Finance Corporation
IOCs	International Oil Companies
IOGP	International Association of Oil and Gas Producers
ISO	International Standards Organisation ()
JOA	Joint Operating Agreement
JV	Joint Venture
MOUs	Memorandum of Understanding
MSME	Micro, Small, and Medium Enterprises
NAMCOR	National Petroleum Corporation of Namibia
Namport	Namibia Ports Authority
NCDMB	Nigerian Content Development and Monitoring Board
NIPDB	Namibia Investment Promotion and Development Board
NOGC	The Namibia Oil and Gas Conference
NQS	National Qualification System
NSI	Namibian Standards Institute
PA	Participation Agreement
PETAN	Petroleum Technology Association of Nigeria
SADC	Southern African Development Community
SME	Small to Medium Enterprises

EXECUTIVE SUMMARY

The second Namibia Oil and Gas Conference, themed “The Next Steps Towards a Prosperous Oil and Gas Industry to Power Namibia’s Sustainable Future,” took place from August 20th to 22nd, 2024, at the Mercure Hotel in Windhoek. This year’s event attracted over 900 delegates; a significant increase compared to the inaugural conference. A key highlight was the strong local participation, with more than 60% of attendees being Namibian, underscoring the conference’s commitment to inclusivity and its aim to empower local stakeholders. This engagement demonstrates the potential of the emerging oil and gas industry to propel Namibia toward greater prosperity and sustainability.

Hosted by the Economic Association of Namibia (EAN) in collaboration with the Namibia Investment Promotion and Development Board (NIPDB) and the Hanns Seidel Foundation (HSF), the conference also benefitted from strategic support by the National Petroleum Corporation of Namibia (NAMCOR) and SNC Incorporated, with official backing from the Ministry of Mines and Energy. In total, 43 partners contributed to the success of this significant event.

The conference program was designed with inclusivity at its core, emphasizing the empowerment of a diverse range of Namibian participants, particularly Small and Medium Enterprises (SMEs). On September 20, 2024, preceding the main event, a series of masterclasses focused on skills development and capacity building. These sessions were tailored to equip local businesses with the knowledge and tools necessary to capitalize on emerging opportunities in the nascent oil and gas sector. Key outcomes of these masterclasses included insights into structuring joint venture con-

tracts and strategies for facilitating international partnerships, drawing from successful implementations in established petroleum industries worldwide.

The program further encompassed strategic presentations and panel discussions, featuring over 60 speakers from various backgrounds. These sessions served as platforms for exchanging best practices and fostering innovative ideas for collaboration within the sector.

Complementing the educational components, the conference hosted an exhibition area where industry leaders showcased cutting-edge services and technologies crucial for the growth of Namibia’s oil and gas sector. The high attendance at these exhibits underscored the strong engagement and partnership-building that occurred throughout the event, aligning seamlessly with the conference’s primary objectives of knowledge sharing and industry development.

Due to increased demand and the need to continually address nuances in the emerging oil industry, it was announced that the Namibia Oil and Gas Conference will become an annual event. The next conference is slated for August 19-22, 2025, reflecting the positive increased interest in Namibia from an investment perspective.

This report highlights the key takeaways from the second Namibia Oil and Gas Conference, summarizing essential points from master classes, presentations, panel discussions, and delegate interactions. It is organized chronologically across the three days and includes key recommendations to guide the advancement of Namibia’s oil and gas industry, with a focus on inclusive economic growth and sustainable development.



CONFERENCE OBJECTIVES

The main objective of the event was to identify pragmatic steps required to ensure that Namibia retains sufficient value from the emerging petroleum sector in the domestic economy, thereby ensuring that the sector stimulates economic growth and promotes inclusive development. The focus was on institutional capacity development aimed at the promotion of local content and enhancing local capacity to engage in the sector. This encompassed a two-fold approach: firstly, capacity building for local businesses to ensure that they are well-equipped to contribute significantly to the sector; and secondly, the development of a local talent pool through targeted skills development programmes. More specifically, the Conference focused on the following:

- **Delve Deeper into the Economics of Oil and Gas:** To further unpack industry complexities and provide a comprehensive understanding of the Oil and Gas industry's multifaceted challenges and opportunities.
- **Empower Namibian SMEs:** To focus on capacity building, preparing SMEs to supply goods and services vital to the industry.
- **Explore Skills Development:** To investigate institutional and programme requirements to build a local talent pool and strengthen career trajectories in the petroleum sector.
- **Foster International Partnerships:** To build on the previous year's connections, aiming to enhance Namibia's capabilities in the global Oil and Gas market.
- **Promote Inclusivity:** To ensure broad participation by offering free attendance to approximately 300 Namibians, enhancing accessibility for SMEs, civil society, students, and the general public.

2ND EDITION



THE NEXT STEP TOWARDS A PROSPEROUS OIL AND GAS INDUSTRY TO POWER NAMIBIA'S SUSTAINABLE FUTURE

20-22 AUGUST 2024

MERCURE HOTEL WINDHOEK, NAMIBIA

HOST

economic association of namibia



HOSTING PARTNERS



STRATEGIC PARTNERS



GOLD SPONSORS 2024



SILVER SPONSORS 2024



SUSTAINABLE ENERGY PARTNER 2024



BRONZE SPONSORS 2024



INTERNATIONAL PARTNERS 2024



#NamibiaOGC24

www.namibiaoilandgasconf.com



OVERVIEW

958 CONFERENCE DELEGATES

307,301

PERSONAL IMPRESSIONS ON THE CONFERENCE APP

DELEGATES

654

NAMIBIAN

304

INTERNATIONAL

SPONSORS AND EXHIBITORS

27

NAMIBIAN

23

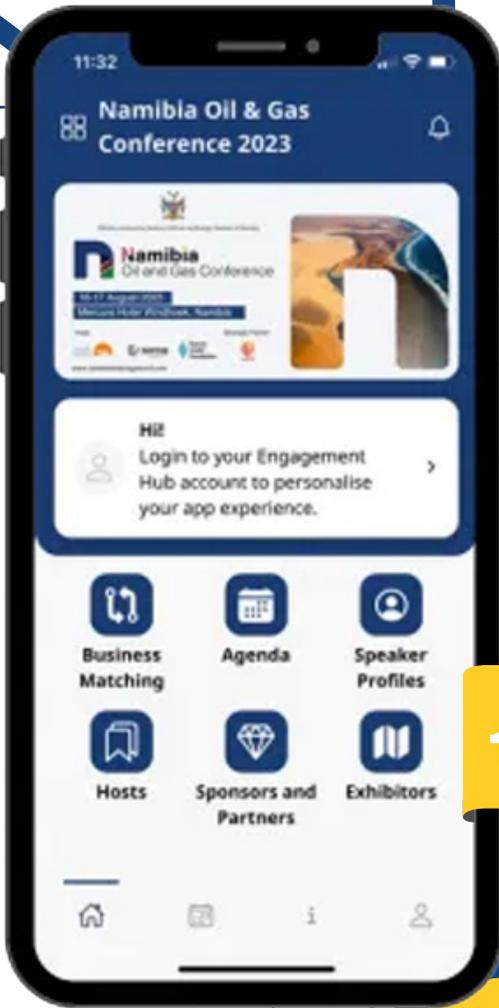
INTERNATIONAL

THE OFFICIAL OIL & GAS CONFERENCE APP



APP INFORMATION

The official Oil & Gas conference app played a crucial role in boosting attendee engagement and networking. With **656** downloads and a **60.67%** adoption rate, the app recorded **10,196** opens, proving its value in keeping delegates connected to schedules, key information, and networking opportunities. A standout feature was the meeting scheduling tool, which facilitated **182** meetings, helping delegates connect and collaborate. The event agenda also saw significant engagement, with **10,080** views and **622** favorites, reflecting the high level of interest and participation in the conference content. Sessions such as “How to Do Business in Namibia – Understanding the Dynamics and Opportunities” and “Operator’s Role in Namibia and Their Requirements to Develop Namibia’s Energy Potential” stood out as particularly popular. Overall, the app proved to be an essential resource for delegates and set the stage for continued improvements and innovations at future events.





STRATEGIC CONFERENCE DAY ONE:



NATURAL RESOURCE OPPORTUNITIES – OIL, GAS AND ENERGY INTRODUCTORY ADDRESSES

KEYNOTE ADDRESS - WELCOME AND OPENING REMARKS (MR JASON KASUTO, CHAIRPERSON, EAN, NAMIBIA)

Mr. Kasuto kicked off the second day of the conference as the opening speaker. He reminded the audience of the theme for the 2024 Oil and Gas Conference: “The Next Step Towards a Prosperous Oil and Gas Industry to Power Namibia’s Sustainable Future.” He encouraged everyone to consider the key elements of the theme and posed a thought-provoking question: “Can the oil and gas industry be prosperous if the nation is not?” The answer, he emphasised, was a resounding yes. While acknowledging Namibia’s successful mining sector, he pointed out that this success has not always resulted in national prosperity. He urged the audience to reflect on this and imagine what a truly prosperous Namibia would look like.

He also highlighted Namibia’s Human Development Index score of 0.610, placing the country in the medium category and ranking it 142 out of 193 nations. He acknowledged the progress made since independence in 1990 and praised the country’s stable democratic governance.

“Some of my friends from the continent joke about our agility in transitioning leadership within 24 hours after our former head of state passed away. This is a triumph,” he remarked.

Mr Kasuto questioned the challenges facing Namibia despite its healthy investment environment, independent judiciary, property rights, and advanced financial system. He suggested that these challenges may stem from the economic structure necessary for achieving national prosperity.

He defined this prosperity in three key areas:

1. A strong and diverse economy.
2. A social fabric supported by public investment in quality health, education, and social justice.
3. Environmental sustainability, political stability, cultural richness, and social cohesion.

He then addressed whether the oil and gas sector could thrive within this vision of prosperity. He asserted that it could, noting that both local and international stakeholders are committed to sustainability. He warned against a scenario where GDP growth, taxes, and royalties fail to translate into inclusive growth, stating that citizens often see little benefit while foreign workers prosper.

Mr Kasuto raised a critical question regarding Namibia's capacity to absorb and service the oil and gas industry, given recent discoveries awaiting commercialisation. He stressed the importance of focussing on four key elements:

1. Knowledge and skills transfer.
2. Infrastructure.
3. Capital mobilisation.
4. A country-specific value creation strategy.

"Addressing these elements will initiate our journey towards fulfilling the conference's theme," he stated. He noted that the Economic Association of Namibia aims to be a catalyst for economic development and a think tank that bridges conversations between the private, public, and civil society sectors to influence policy.

The successful hosting of this year's conference, which exceeded the expected 700 attendees with 930 delegates, underscores three realities:

1. Namibia's readiness for growth.
2. International interest in Namibia's preparedness.
3. A collective desire for a sustainable roadmap for the country's oil and gas sector.

Mr Kasuto mentioned that the conference targets the four elements he mentioned, fostering discussions over the three days, which include master classes, expert insights, and unparalleled networking opportunities. He acknowledged valuable partnerships with the NIPDB, the Hinsdale Foundation, NAMCOR, and SNC Incorporated.

He was pleased to announce that the Namibia Oil and Gas Conference will become an annual event, with the date for next year's conference to be announced soon.

In conclusion, Mr Kasuto wished the audience engaging discussions, fruitful networking, and enjoyment, welcoming them to Namibia's premier oil and gas platform.



Keynote Address - Introduction to Conference Objectives and Outputs (Ms Nangula Uaandja, Chief Executive Officer, NIPDB)

Ms Uaandja expressed her heartfelt gratitude to all the sponsors represented at the conference.

She highlighted the excitement at NIPDB for partnering with the EAN, the Hans Seidel Foundation, NAMCOR, and SNC Incorporated. Ms Uaandja welcomed the endorsement from the Ministry of Mines and Energy and celebrated the significant oil discoveries in Namibia. She posed a crucial question: Is Namibia positioned to produce oil commercially? According to Ms Uaandja, the nation must demonstrate

its capacity for commercial oil production, emphasising that Namibia stands at a crossroads, requiring critical decisions about its future direction.

She underscored the importance of developing the necessary infrastructure and skills to support the oil and gas sector. While acknowledging that Namibians believe the country is rich in resources, she called for greater efforts to ensure these benefits extend to all citizens.

Notably, she pointed out that 60% of the conference attendees are Namibians, while the remaining 40% represent the international community. She urged that discussions at the conference foster collaboration and create opportunities for growth.

Additionally, Ms Uaandja highlighted Namibia's rule of law, peace, stability, and security, advocating for the strengthening of these attributes to attract further investment. She stressed the need to reinforce institutions, systems, and processes to ensure Namibia retains its identity amidst oil and gas discoveries.

She called on everyone to honour the resources entrusted to them by God, advocating for mutually beneficial contracts that guarantee Namibians—the true owners of these resources—receive their fair share of benefits. Furthermore, she drew attention to the government's role in preparing the private sector and noted the establishment of a sovereign wealth fund to ensure that all Namibians benefit from the country's resources.



Keynote Address - Empowering Namibia's Oil and Gas Industry for Sustainable Prosperity (Hon. Tom Alweendo, Minister of Mines and Energy for Namibia)

The keynote address was delivered by Hon. Cornelia Kashiimbindjola Shilunga on behalf of the Minister of Mines and Energy. The Deputy Minister welcomed the delegates attending the conference and shared insights on ongoing geopolitical issues around the world.

She outlined that the oil and gas forum provides a unique opportunity for delegates to exchange ideas on how they can contribute to leveraging Namibia's petroleum resources for socioeconomic development.

The Deputy Minister found the theme, "The Next Step Towards a Prosperous Oil and Gas Industry to Power Namibia's Sustainable Future," particularly fitting as Namibia advances toward oil and gas development and production. She stated that effective management of Namibia's oil and gas resources is crucial for achieving a prosperous industry that benefits all citizens, emphasising that international oil companies and service providers play a key role in ensuring local prosperity.

She also mentioned that NAMCOR should serve as a meaningful vehicle for state equity participation in petroleum licenses, ensuring that oil and gas prosperity is accessible to all Namibians. The Deputy Minister noted that good governance in the upstream petroleum sector is essential for ensuring that the economic benefits derived from Namibia's oil and gas resources are shared fairly and equitably.

She acknowledged that while the emerging petroleum industry presents transformational opportunities, it also brings challenges. He pointed out that there are numerous global examples where oil and gas exploitation has resulted in negative social, economic, and political impacts. He urged Namibia to approach resource management seriously and to learn from the experiences of others.

The Deputy Minister outlined the need for good governance in Namibia's petroleum sector, emphasising that everyone has a role to play. He clarified that this requires a clear national goal to ensure the sustainable exploitation of the country's oil and gas resources. He advised that, like Norway, Namibia should strive to ensure its petroleum resources are exploited optimally and responsibly.



Furthermore, she asserted that the government has considered several oil and gas management principles, or “oil commandments,” to guide this process.

1. Effective stewardship of oil and gas resources should be prioritised at all levels.
2. Discovered oil and gas should be exploited to achieve energy independence.
3. The upstream sector should drive industrialisation, economic diversification, and job creation through the active participation of all Namibians.
4. Conservation of resources must be prioritised, requiring license holders to minimise waste through optimal exploration strategies.
5. Oil and gas production should not distort the national economy.
6. Local value creation should be prioritised, ensuring that oil and gas is processed in Namibia whenever operationally and economically feasible.
7. The preservation of social and environmental integrity must be integral to all activities in the sector.
8. Flaring of natural gas should be prohibited except in operationally necessary situations, in accordance with existing legislation.
9. Onshore processing of natural gas should be prioritised to support the development of midstream and downstream industries.
10. The state, through entities like NAMCOR and NAMPORT, should actively engage in developing critical oil and gas infrastructure.
11. NAMCOR must safeguard the state's commercial interests in oil and gas activities.
12. Oil and gas revenues should be managed to improve the living standards of both current and future generations of Namibians.

The minister expressed that these twelve pillars will form the foundation of Namibia's national oil and gas policy. However, achieving these objectives requires a collective effort among the government, industry players, and Namibian entrepreneurs.

She emphasised the importance of the international oil companies, both license holders and service providers, in this journey toward common prosperity. The minister insisted that to achieve local benefits from oil and gas exploitation, it is essential for industry players to contribute to capacity building and source goods and services locally as much as possible.

Regarding capacity building, he highlighted the expectation that oil and gas companies should recruit talented Namibians to facilitate meaningful skills and knowledge transfer.

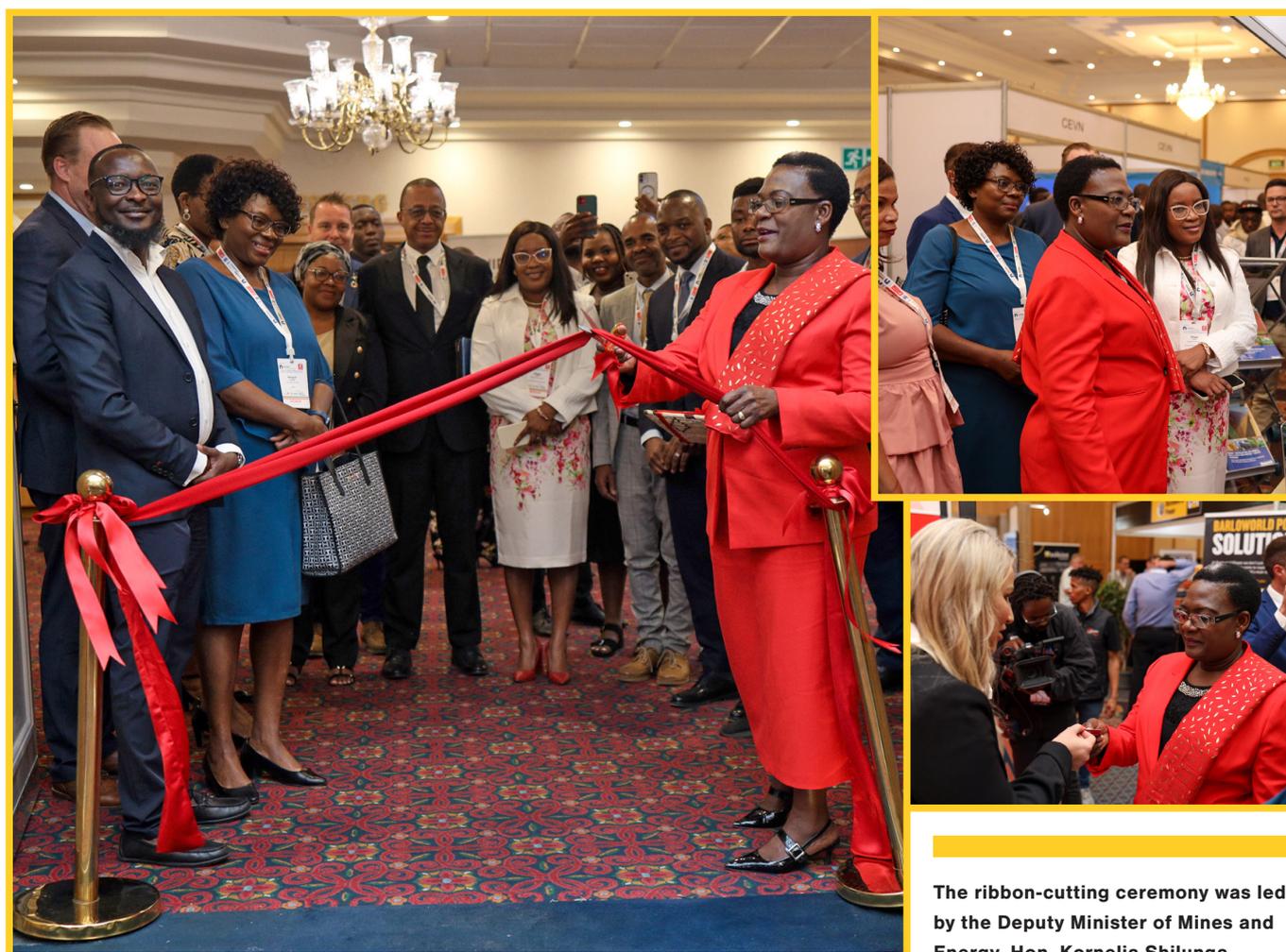
She expressed disappointment that some companies merely front Namibians in positions or are hesitant to hire them. He urged all industry players to adopt transparent and fair recruitment processes, ensuring that job openings are advertised locally to provide equal opportunities for all qualified Namibians.

The minister noted that a significant portion of in-country value creation in the oil industry arises from supply chains. While the local content policy is still in development, he reminded attendees that existing petroleum legislation includes provisions for local content, requiring industry players to procure Namibian goods and services.

The aim of the new local content policy is to reinforce these provisions, align with international best practices, and create more jobs and business opportunities for Namibians. He urged oil and gas companies to ensure local prosperity through compliance, transparency, equity, and mutual benefit.

Lastly, she addressed the state's equity participation in petroleum licenses, stating that NAMCOR should act as the government's commercial vehicle in developing Namibia's petroleum resources. She expressed the aspiration for NAMCOR to become a technically and financially capable national oil company that effectively manages the country's petroleum assets for the benefit of its citizens.

In conclusion, the minister stressed the need for transparency, equity, and collaboration as Namibia navigates its path to oil and gas prosperity. She expressed her optimism that the next two days would facilitate valuable networking and idea-sharing, enabling the realisation of common prosperity in Namibia's oil and gas sector.



The ribbon-cutting ceremony was led by the Deputy Minister of Mines and Energy, Hon. Kornelia Shilunga.

SESSION ONE:

NAMIBIA'S OIL AND GAS INDUSTRY – CHALLENGES AND OPPORTUNITIES



'EXTRACTIVE INDUSTRY: OIL AND GAS UPDATES, PROGRESS, STRATEGIES AND INVESTMENT OPPORTUNITIES'

Keynote Address - Setting the Scene: Namibia's potential as an oil and gas producer in a global context (Mr Ebson Uanguta, Managing Director, NAMCOR, Namibia)

Mr Uanguta provided an update on NAMCOR's role in the oil and gas sector, highlighting how recent discoveries in the Orange Basin have reinvigorated the country. He clarified that Namibia is on track to become a significant player in the global energy market and that NAMCOR is committed to enhancing its capacity to manage these resources effectively.

He informed delegates that these recent discoveries reaffirm the long-held belief that Namibia's oil and gas resources position it as a key player in the industry. He emphasised the need for Namibia to complement the industry and maintain this conviction, even after experiencing a prolonged period of dry spells over the last decade. Mr Uanguta expressed confidence that Namibia's economy could double or even triple in the next 15 years.

In his speech, he also addressed the specialised skills required in the oil and gas industry, expressing satisfaction that Namibia's local technical teams, particularly at NAMCOR, are well-equipped to meet these demands. However, he acknowledged that the current application of Namibia's technology system faces challenges due to the unique nature of recent deep-water discoveries. He noted the need for collaboration in research and development to deploy new technologies that add value.

Mr Uanguta conveyed NAMCOR's excitement about the potential for key projects, with some appraisal results suggesting that Namibia could become a crude oil provider by 2030. This would allow Namibia to compete with leading African countries in the sector.

He cautioned, however, that while the nation is optimistic, it is not naive to expect all discoveries to progress at the same pace. He expressed confidence that the exploration and appraisal activities planned for 2024 and 2025 will continue to yield positive results. He noted that many operators' adopted strategies appear promising, suggesting that, despite perceptions that Namibia has arrived late to the industry, this timing could serve as an advantage, allowing stakeholders to learn from the experiences of other countries.

Mr Uanguta reiterated the importance of local content in Namibia's oil and gas sector. He cautioned that while the industry requires specialised skills, he believes that local content is not merely a pipe dream but a tangible goal. He concluded by stating that the Second Edition of the Namibia Oil and Gas Conference 2024 places responsibility on all stakeholders to support efforts by investors and the government to accelerate the development of commercial discoveries, enabling the country to fully benefit from its resources.



Update on Namibia's oil and gas strategy: A year on, where are we? (Ms Maggy Shino, Petroleum Commissioner, Ministry and Mines & Energy, Namibia)

Ms Shino discussed the ministry's focus on ensuring stability, sustainability, and ongoing exploration efforts following the discoveries made in 2022. She stressed the need for Namibia to prepare for the future by developing infrastructure, enhancing local skills, and implementing

policies that promote local content and participation in the oil and gas industry. Ms Shino informed delegates that the first Final Investment Decision (FID) is anticipated in 2025, marking a critical milestone for Namibia's oil and gas sector.

She outlined three key areas of focus for the ministry:

- **Stability:** The ministry is dedicated to creating a conducive environment for investment to ensure national stability.
- **Sustainability:** They aim to develop an industry that supports sustainable growth for Namibia.
- **Exploration:** Despite recent discoveries, exploration remains a primary focus for the ministry.

Ms Shino then described three main hydrocarbon systems present within the Orange Basin:

- Basin floor fans: Venus and Mangetti
- Slope channels: Graff, La Rona, Enigma, Jonker
- Inner basin: Mopane Kudu

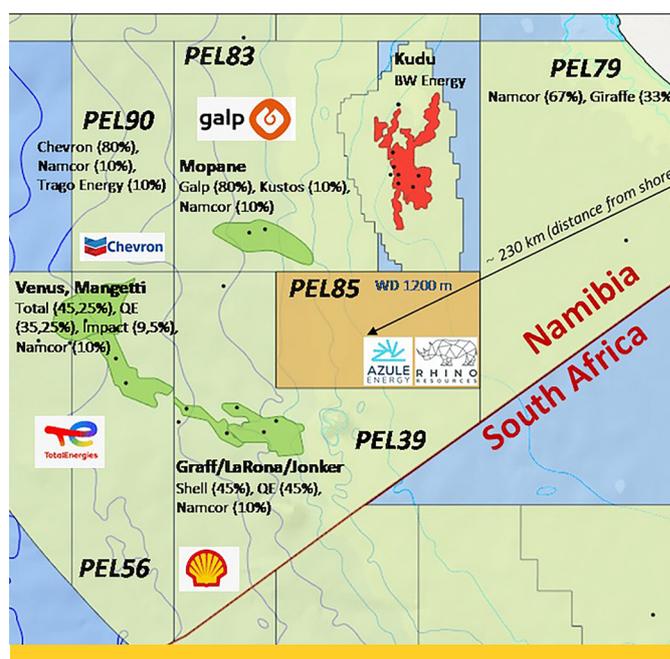
She noted that these discoveries are located in what is termed ultra-deep-water. Addressing the audience, she posed the rhetorical question: "Since the discoveries, what has the Ministry of Mines and Energy been doing?" Her response was clear: "We—along with operators and the industry—have been busy." She highlighted that the first discovery was made by Shell, in partnership with Quarter Energy and NAMCOR. Since last year (2023), a total of nine wells have been drilled to appraise these discoveries. While she emphasised their rapid progress, she also noted that substantial work remains to be done.

Ms Shino explained that they have concluded the appraisal drilling and are currently analysing the data obtained. She stressed the importance of maintaining sustainability in the production of oil and gas resources.

While acknowledging that the journey may not be quick, she assured the audience that results will be announced in a few months, enabling progress toward FID and subsequent phases. The ministry is actively working to elevate local content, having developed a draft local content policy that aims to be tailored to Namibia's capabilities and capacity.

She shared survey results indicating that Namibia currently has about 45% capacity to provide services needed by the industry, stating, "While this is not a small number, we want to see it grow." To achieve this growth, she urged Namibian men and women to engage with existing resources and enhance their skills to expand service offerings. Ms Shino affirmed the ministry's commitment to creating a database of local suppliers and ensuring information is shared to diversify services among current providers.

She reminded delegates that Namibia is currently in the appraisal phase but must transition to the development and production phases. Preparing the workforce



The Orange Basin in Namibia and South Africa. From: Peter Elliott, NVentures, UK, 2023

for this next stage is crucial. She mentioned that provisional laws are being established, emphasising that local content is essential.

In conclusion, Ms Shino called for Namibia to move towards production, highlighting the importance of accelerating development efforts. She encouraged aspiring investors to obtain licenses to operate in Namibia, ensuring they are prepared to engage in this promising sector.





SESSION TWO: POWERING NAMIBIA'S FUTURE

'BUILDING NAMIBIA'S ENERGY VALUE CHAIN: ENSURING A SUSTAINABLE AND EQUITABLE TRANSITION'

Industrial Baseline Survey for Oil and Gas Industry: Methodology and Main Outcomes (Ms Melanie Harrison, Country Leader, Deloitte Namibia)

To provide critical insights into Namibia's oil and gas industry, Ms Melanie Harrison presented the findings of a baseline study focussing on local content opportunities. She noted that while the study relied on hypothetical data due to the pre-FID phase, it identified key areas—such as health and safety, quality assurance, and workforce development—that must be addressed to fully leverage the sector's potential.

Ms Harrison explained that recent oil and gas discoveries in the Orange Basin have opened doors for new opportunities, paving the way for economic growth and significant investment in the sector. She noted that deep-water oil and gas projects typically require investments between \$10 million and \$20 million, which could create substantial opportunities within the supply chain and workforce in Namibia.

Regarding the reliability of the industrial baseline survey, Ms Harrison acknowledged the use of hypothetical data due to a lack of demand data, stating that the findings are based on assumptions. However, she argued that conducting this study during the pre-FID phase is a proactive approach, enabling interested stakeholders and the workforce to prepare for the potential development of the gas industry.

She highlighted that this proactive stance also allows the ministry to contribute to the drafting of local content requirements.

Ms Harrison outlined several reasons why reaching a Final Investment Decision (FID) is crucial:

- Preparation for Communication Campaigns: It enhances public awareness and understanding.
- Facilitates Communication Growth: It fosters better dialogue among stakeholders.
- Understanding the Ecosystem: It helps identify local content opportunities across various supply chains.
- Meeting Industry Requirements: It clarifies what is needed to fulfil the demands of the oil and gas sector.
- Realistic Local Content Assessment: It offers insights into local content opportunities from both short- and long-term perspectives.

She also shared essential requirements for the oil and gas industry:

- Health and Safety: Fundamental to operational success.
- Quality Assurance: Critical for maintaining standards.
- Workforce Capacity: Essential for meeting industry needs.

Additionally, Ms Harrison stressed the importance of competitiveness within the supply chain and noted that the study identified various stakeholders.

Key takeaways from the study included:

- A significant lack of knowledge, demonstrating a strong demand for education.
- A shortage of skilled workers.

- While Namibia possesses a range of skills, there is a noticeable gap in specific oil and gas expertise.

In conclusion, Ms Harrison reiterated that although the study's findings were substantial, they were based on hypothetical scenarios due to the absence of concrete field data.



Setting the Scene: Namibia, Africa's New Oil and Gas Frontier; Business and Legal Scrutiny Aspects (Mr Shakwa Nyambe, Managing Partner, SNC Incorporated, Namibia)

Mr Nyambe's presentation focused on the business and legal implications of Namibia's oil and gas sector, highlighting the country's status as an emerging frontier in this industry. He noted several key legal and business considerations essential for fostering growth.

He began by discussing Namibia's energy policy, established in 2017, which promotes a balanced energy mix that includes:

1. Efficient use of all energy forms.
2. Ensuring the security of energy supplies.
3. Encouraging the discovery and productive use of Namibia's diverse energy resources.

Mr Nyambe explained that this policy supports both upstream and downstream activities in the oil and gas sector, assuring investors of Namibia's openness to their involvement and the supportive policies in place. He also provided an overview of Namibia's petroleum licensing history, noting that in 1970, the country had only one petroleum exploration license and one discovery—Vershervon, now known as Kudu. By 2007, Namibia had expanded to 14 exploration licenses, and as of 2024, it boasts 32 exploration licenses, 20 operators, and one production license, marking significant progress in the sector.

He highlighted the crucial role of NAMCOR, Namibia's national oil company, and underscored its growing importance over the next 10 to 15 years. A strong and stable NAMCOR will be vital as international operators seek reliable local partners.

Looking to the future, Mr Nyambe mentioned expected significant exploration activity, particularly with Rhino Resources and its partners. He asserted that Namibia is leading Africa in exploration and appraisal, boasting the highest number of discoveries on the continent. This positions Namibia as a key player in Africa's energy landscape, sending a positive signal to investors. Mr Nyambe also addressed stabilisation clauses that protect investors from political and legislative changes, ensuring their investments remain secure. He stressed the need for Namibia to drive investment forward, noting that its open licensing system has generally functioned well, despite some criticisms.

His presentation included a discussion on managing public expectations, highlighting that disruptions caused by concerns about fairness and transparency can deter investors. To mitigate these issues, he recommended improved public communication and increased local involvement.

Additionally, he stressed the critical importance of local content. While a local content policy is nearing completion, provisions already exist within Namibia's Petroleum Exploration and Production Act. He urged the public and stakeholders to utilise these frameworks to prioritise local participation in the sector, advising that Namibia's entrepreneurs must be proactive and ready to engage with international companies. In closing, Mr Nyambe expressed optimism for Namibia's future, stating, "Namibia has a bright future, and it will shine even brighter with the full involvement of its people."



PANEL DISCUSSION: Powering Namibia's Future: Creating Africa's Energy Value Chain and a Sustainable and Just Transition

The conference provided delegates with diverse perspectives and recommendations, fostering enriching discussions through commentary and Q&A sessions. The panel engaged in a dynamic discussion on how Namibia and Africa can build a robust energy value chain while ensuring a sustainable and equitable transition. A wide range of questions from the audience prompted insightful responses from the panellists.

Moderator: Mr Andries Rossouw, Director of Energy, Utilities and Resources Leader, PwC Africa

Strategy Panel Discussion:

- Ms Maggy Shino, Petroleum Commissioner, Ministry of Mines and Energy, Namibia
- Dr Klaus Endresen, Chairman, NAMPOA; General Manager, BW Kudu, Namibia (represented by Mr Martin Negonga, Vice Chairperson, NAMPOA and Asset Manager, Upstream Exploration, NAMCOR)
- Mr Pedro Oliveira, Strategy and Corporate Governance Manager, SONILS, Angola
- Mr Adriano Bastos, Head of Upstream, Galp Energies, Portugal
- Mr Shakwa Nyambe, Managing Partner, SNC Incorporated, Namibia
- Ms Melanie Harrison, Country Leader, Deloitte Namibia

Question: (to Ms Maggy Shino): How will the 12 principles from the Minister's speech be enforced?

Answer: Ms Shino noted that Namibia's significant resources necessitate the establishment of these principles for responsible management. She highlighted their commitment to ensuring that oil and gas discoveries lead to energy independence, diversifying the economy, and generating fiscal revenue that benefits all Namibians.

Question: (to Mr Pedro Oliveira) What lessons can Namibia learn from Angola's oil and gas experience?

Answer: Mr Oliveira stressed the importance of patience in oil and gas development. He advised Namibia to

invest in its people and infrastructure—areas where Angola faced challenges. He also suggested that Namibia should be open to external support, citing assistance received from countries like Nigeria and the US.

Question: (to Mr Adriano Bastos) What infrastructure is needed to move forward?

Answer: Mr Bastos recommended that Namibia should not focus exclusively on the oil and gas industry but ensure that it coexists with sectors like tourism and fishing. He noted that while Namibia has substantial capacity, collaboration across these sectors is crucial for sustainable growth.

Question: (to Mr Martin Negonga) What challenges must Namibia address to prepare for the oil and gas industry?

Answer: Mr Negonga highlighted the need for the government to address challenges in resource development, particularly the skills gap in the oil and gas sector. He called for streamlined immigration processes for skilled workers, alongside a strong focus on training and capacity building for Namibians. He underscored the importance of collaboration between the public and private sectors.

Question: (to Ms Melanie Harrison) How can Namibia improve local content from 45% to a higher level?

Answer: Ms Harrison stressed the importance of raising awareness about local suppliers' roles in the industry. She called for the finalisation of a local content policy that aligns with industry needs. Additionally, she identified infrastructure development and access to finance as critical areas for improvement to elevate local content beyond 45%.



SESSION THREE:

LOCAL CONTENT AND INCLUSIVE ECONOMIC GROWTH



‘LOCAL CONTENT AND ITS ROLE IN FOSTERING INCLUSIVE AND SUSTAINABLE ECONOMIC GROWTH’

Local Content’s Vital Role in Promoting Inclusive and Sustainable Economic Growth (Mr Esueme Dan Kikile, General Manager of Corporate Communication and Zonal Coordination, Nigerian Content Development and Monitoring Board, Nigeria)

The third session of the conference focused on local content and its vital role in promoting inclusive and sustainable economic growth. Mr Esueme Dan Kikile kicked off the discussion by sharing strategies for developing a sustainable local content framework that fosters both local and international partnerships.

Mr Kikile remarked that adopting a local content policy is essential for the effective utilisation of materials and the sustainable management of the industry. He highlighted Namibia’s potential to learn from successful models in other countries, such as Qatar, Guyana, and Trinidad and Tobago, which share a similar demographic profile with Namibia. With an estimated 11 billion barrels of oil reserves, he asserted that Namibia has a significant opportunity to become a leader in Africa’s oil and gas sector without having to reinvent the wheel.

Drawing on Nigeria’s extensive experience in oil and gas exploitation, Mr Kikile commended Namibia for proactively establishing a local content policy, which in Nigeria was only implemented after years of industry operation.

“ With an estimated 11 billion barrels of oil reserves, he asserted that Namibia has a significant opportunity to become a leader in Africa’s oil and gas sector without having to reinvent the wheel. ”

Mr Kikile identified three key features of successful local content that Namibia should consider for effective local content implementation:

1. Mr Kikile emphasised that implementing sustainable local content is a long-term commitment, akin to a marathon rather than a sprint. This requires careful planning and investment, as returns may take time to materialise. He outlined six key parameters, drawn from Nigeria’s experiences, that Namibia should consider:
 - Regulatory Framework: Establishing a local content development policy is crucial for the growth and monitoring of the oil and gas industry.
 - Capacity Building: This involves various dimensions, including human resource development, institutional strengthening, and facility enhancement. Nigeria’s experience shows that all these areas are vital for building capacity and achieving success in the industry.
 - Gap Analysis: Conducting thorough assessments to identify gaps in local participation is essential. This includes evaluating human resource and infrastructure deficits, which will guide initiatives aimed at increasing local involvement in the industry.
 - Research and Development: Innovation is key to driving industry advancement.
 - Funding and Incentives: Access to funding is critical. In Nigeria, the NCDMB manages a Content Intervention Fund, which collects 1% from every upstream contract to support capacity building and facility development for small companies. This fund has over \$400 million allocated for asset acquisition, contract financing, and contractor development.
 - Access to Markets: Without market access, all other efforts are rendered ineffective.

2. Pragmatic Local Content Implementation Framework:

- A robust regulatory framework, supported by appropriate legislation, is essential for effective local content practices. Mr Kikile cited the Nigerian Oil and Gas Industry Development Act of 2010 as an example of such a framework.

3. Development and Implementation of a Strategic Roadmap:

- A structured capacity-building approach is crucial for developing domestic capabilities. Regular gap analyses should be conducted to identify human capacity and infrastructure needs, forming the basis for targeted initiatives. Funding and incentives are necessary for local companies to build their capacities and compete effectively in the industry.

In concluding his presentation, Mr Kikile shared several key points for Namibia to consider as it embarks on its oil and gas production journey:

- Avoiding the Dutch Disease: Namibia should strive to integrate the oil and gas sector with other economic sectors like agriculture, manufacturing, and construction to maximise benefits.
- Gradual Implementation: Local content realisation is a gradual process that requires time and patience.
- Focus on Value Addition: The emphasis should be on value retention rather than nationalisation, encouraging foreign investment that creates jobs and expands the economy.
- Critical Funding Needs: Adequate funding is essential for building local content capacity.
- Customization of Local Content Policies: Local content approaches should be tailored to fit the unique circumstances of Namibia, rather than adopting a one-size-fits-all model from Nigeria.
- National Imperative: Local content should be embraced as a fundamental principle by all operators in the oil and gas industry, guiding project execution.

By focussing on these strategic elements, Namibia can position itself for success in the oil and gas sector while ensuring sustainable economic growth for all its citizens.



Traditional Versus Transformational Local Content (Mr Oise Ihonde, Director of Business Development, MODEC, USA)

Mr Oise Ihonde, Director of Business Development at MODEC, USA, brings over 20 years of experience in local content initiatives across Africa, including in countries like Ghana, Mozambique, and Nigeria.

He aims to provide a nuanced understanding of local content, distinguishing between traditional and transformational approaches, and offering relevant case studies for Namibia.

Mr Ihonde describes traditional local content as focussing primarily on ownership structures, training, local fabrication, and procurement. However, he warns that these methods often fall short.

- Ownership: Simply transferring finances from foreign entities to local ones does little for long-term development.
- Training: Without proper monitoring, training may become irrelevant once a project ends.
- Local Fabrication: Companies often prioritise cost over building local capabilities.
- Procurement: Meeting quotas can lead to superficial engagement with local communities.

In contrast, transformational local content seeks to improve these areas meaningfully:

1. Training: Focusses on new skill acquisition and upskilling, preparing individuals for future opportunities.
2. Ownership Structures: Involves local stakeholders in decision-making processes, enhancing their influence.
3. Local Fabrication and Procurement: Aims to benchmark economic growth and foster genuine partnerships between contractors and local suppliers.

For example, in Senegal, Mr Ihonde describes a successful seminar where local vendors and first-tier contractors were introduced, leading to an effective tendering process.

When entering a new market like Namibia, Mr Ihonde notes that the definition of local content should be locally driven. He advocates for collaboration with the local investment board to ensure that contracts reflect the country's specific local content criteria.

Mr Ihonde highlighted several critical points for Namibia:

- Intentional Planning: Careful planning and incentives are essential for fostering effective local content initiatives. Harsh policies could deter reputable companies and attract less capable ones, undermining the goals of local content.
- Strategic Job Creation: A well-crafted strategy can lead to job opportunities and stimulate growth in various industries.

In closing, Mr Ihonde expresses optimism for Namibia, noting the collective desire among stakeholders to learn from other countries' experiences. He believes that with the right approach, Namibia can become a model for the rest of Africa.



Namibia's Local Content Development (Ms Louise Hengaro, Petroleum Inspector, Ministry of Mine and Energy, Namibia)

Ms Louise Hengaro's presentation focussed on Namibia's local content developments, with the speaker providing an update on the significant progress being made to ensure that local content contributes to economic growth and community benefits.

Ms Hengaro outlined her presentation's objective: to discuss the guiding principles of the Local Content Policy, its objectives, and the mechanisms for monitoring and evaluation, along with the institutional arrangements surrounding it.

She emphasised that the policy aims to maximise benefits for Namibians from the petroleum sector, fostering in-country value. This involves a phased approach to involving Namibian labour, goods, services, company ownership, and financing. Recognising that Namibia is a new entrant in this industry, Ms Hengaro stressed the importance of gradual participation, as the country currently lacks the capacity to fully serve the sector.

The first guiding principle she discussed was a progressive approach, acknowledging Namibia's current limitations in fully servicing the industry. She underscored the importance of maintaining health, safety, and environmental standards during local content development, given the inherent risks in the sector.

Ms Hengaro also mentioned that the industry is not solely a government or Ministry of Mines and Energy initiative; without investors, there can be no industry. Therefore, fostering effective partnerships between the state and

investors is crucial for building a successful oil and gas sector. The Ministry is committed to transparency and accountability in granting contracts and licenses. She clarified that the policy is still in draft form and encourages stakeholders to review the document on the Ministry's website and provide feedback to ensure its effectiveness for Namibia's future.

She outlined six key policy objectives:

1. Establish a clear and stable regulatory framework for local content development.
2. Identify specific sectors for local capacity development.
3. Maximise employment and development of Namibians.
4. Enhance the participation of local suppliers along the value chain.
5. Facilitate the transfer of technology, knowledge, and skills.
6. Promote Namibian ownership and financing at all levels of the sector.

Ms Hengaro explained that the first objective involves aligning the new policy with existing legislation, specifically the Petroleum Exploration Protection Act. Local content requirements will extend to subcontractors and service providers, leading to comprehensive reporting guidelines for the industry.

Regarding the second objective, the Ministry plans to collaborate with industry, academic institutions, and stakeholders to identify strategic sectors for capacity building. This includes addressing skill gaps and ensuring that Namibians are well-equipped to participate in the sector.

The third objective focusses on maximising employment opportunities for Namibians. Ms Hengaro stated that all operators must contribute to training and provide preferential employment to qualified Namibians, while also ensuring effective coordination with government agencies for expatriate recruitment.

The fourth objective aims to prioritise local suppliers in the procurement process. Larger international operators will be required to share procurement plans well in advance to allow local firms to prepare for participation. The Ministry will maintain a database of local suppliers and facilitate access to financing for SMEs, crucial for their participation in this capital-intensive industry.

For the fifth objective, Ms Hengaro acknowledged the sensitivity surrounding technology transfer but emphasised the government's commitment to collaborating with the industry and research institutions to enhance access to technology and knowledge transfer.

The sixth objective is to encourage Namibian ownership and state participation throughout the value chain, involving not only the national oil company but all capable state agencies.

On monitoring and evaluation, Ms Hengaro explained that the Ministry will oversee compliance and require operators to submit local content plans that align with policy objectives. Continuous monitoring will follow, ensuring clarity on responsibilities within existing institutions, including various ministries and private sector stakeholders.

In conclusion, Ms Hengaro reiterated that the policy framework aims to create in-country value from Namibia's petroleum resources. A flexible approach is essential to adapt to industry developments, and she urged all stakeholders to study the draft policy available on the Ministry's website and provide constructive feedback to shape a policy that will benefit Namibia in the long term.



PANEL DISCUSSION: Cultivating and Evolving Namibia's Local Content Policy for Maximum National Benefit

A key panel addressed how Namibia can cultivate its local content policy to maximise benefits, focusing on job creation, environmental impact, and regional versus national strategies, while exploring cross-border opportunities and partnerships to support local companies.

Moderator: Ms Grace Mohamed, a Board Member of the EAN

Strategy Panel Discussion:

- Mr Jason Kasuto, Chairperson of the EAN, Namibia
- Mr Esueme Dan Kikile, General Manager of Corporate Communications and Zonal Coordination at the Nigerian Content Development and Monitoring Board, Nigeria
- Mr Oise Ihonde, Director of Business Development at MODEC, USA
- Mr Rantie Omole, Chairman of Radial Circle and former Vice Chairman of PETAN, Nigeria
- Mr Johan Barnard, CEO of Momentum Short-term, Namibia
- Ms Louise Hangero, Petroleum Inspector at the Ministry of Mines and Energy, Namibia

Question (for Mr Jason Kasuto): The first question to the panel was: In your opening remarks, you noted

the importance of ensuring that our efforts translate into economic growth. However, there seems to be a belief that growth may not primarily stem from the oil and gas sector, but rather from other industries. From a national perspective, how should we transition from the local content framework that Louise outlined to achieve broader economic benefits beyond oil and gas?

Answer: The speaker thanked Mohamed for the question and responded: Regarding the framework, he believed Mohamed was referring to the policy, which outlines the desired direction. He stressed that what is needed now is a strategy detailing how to achieve that direction, including short-, medium-, and long-term goals, targets, and the means to accomplish them, such as capacity development, infrastructure requirements, and capital mobilisation. He noted that getting infrastructure right, particularly with local equity, can create lasting benefits for other sectors. For instance, while the diamond industry currently relies on services from Cape Town, there is a need to develop a robust industrial base that supports not only the oil and gas sector but also enhances the diamond industry and other sectors. He expressed his support for Mali's country value strategy, which effectively engaged various stakeholders through clear interministerial and public-private sector collaboration to realise in-country value. He concluded by stating that everyone has a role to play, and it is crucial to bring these strategies to life.

Question (for Mr Esueme Dan Kikile): The second question to the panellist was: Based on your experiences in Nigeria, how did you navigate the complexities of multiple regulatory bodies impacting various sectors, such as insurance, especially considering the Petroleum Act? How do local content initiatives and monitoring promote collaboration among the various regulatory bodies essential for implementing local content effectively?

Answer: In Nigeria, the NCDMB is structured with a diverse board comprising industry representatives and regulators, notably excluding political appointees, except for the Minister of Petroleum. This composition, which includes members from the oil and gas industry, the Petroleum Technology Association of Nigeria, the engineering council, and the Chief Insurance Commissioner, shields the board from political interference, enabling it to make decisions that benefit the industry. Mr Kikile noted that Namibia could learn from Nigeria's fast-paced industry, which demands timely approvals. NCDMB has established service level agreements with industry players to ensure that applications for approvals are processed within 15 days; if no response is received, the application is considered approved. This approach streamlines the approval process and accelerates industry operations. Additionally, sectoral working groups have been created to involve all government and industry stakeholders in strategy and planning, including a diversity group focused on women's involvement. The long-term strategy aims for synergy between industry regulators and the government, a collaborative effort that has contributed to stabilising Nigeria's oil and gas sector.

Question for Ms Louise Hangero: What other regulatory frameworks exist across the economy, whether in the environmental sector, since it's clear that our focus cannot solely be on oil and gas?

Answer: In response, the speaker noted that while the local content policy represents a significant step toward enhancing Namibia's participation, a comprehensive approach requires more than just this policy. The government plans to develop a local content act and accompanying regulations, but, as the moderator pointed out, permissions must be granted within the current legislative framework regarding local content. The speaker expressed that although enacting local content laws is important, it should not be rushed; she has observed countries that thrive without specific local content laws, as well as those that succeed with robust local content frameworks. She acknowledged the political pressure on gov-

ernments to enact local content laws and to demonstrate progress to their citizens but emphasised that simply having policies or laws is insufficient. She recalled a previous speaker's emphasis on the need to build capacity in institutions responsible for implementing these policies. The speaker argued that while Namibia should prioritise developing a local content act, it must also focus on empowering the private sector and the institutions involved in implementation. Without the capacity to enforce these regulations, they risk being ineffective. Regarding environmental laws, she asserted that Namibia already possesses strong legal frameworks that support the proposed local content initiatives, alongside the exploration and production regulations discussed earlier.

Question for (Mr Johan): What role does insurance play in local content? Should insurance be included in local content legislation, or, as Louise mentioned, can the industry thrive without such legislation? Is insurance essential for local content to materialise, or can it be achieved without a policy framework?

Answer: The speaker highlighted that it is crucial to recognise that current legislation already addresses local content by stipulating that insurance providers in Namibia must be registered as SME insurers or brokers. He noted that the push for clearer regulations arises from the significant opportunities and exposures within the industry. Namibia's insurance sector is well-established, predominantly owned by large South African companies. However, he pointed out that the scale of risks involved presents challenges, as Namibia lacks extensive experience in managing these complexities.

Question (for Mr Ranti Omole): How did you transition from the existing policy framework to the operationalisation of your business?

Answer: In response, the speaker explained that Nigeria's local content policy was established in 2010, but many local service providers had already been operating successfully for 5 to 20 years prior to the law. At that time, they faced stiff competition from multinational companies offering similar services. The stakes were high, and local providers had to demonstrate their ability to deliver quality services while leveraging their understanding of the local environment to remain competitive in terms of pricing and safety. While these businesses were already relatively mature before the policy was implemented, the new law shifted the dynamics by encouraging them to invest further, enhance their capacity, and adopt a growth mindset. It also attracted additional investments and created opportunities for startups through various platforms, such as the National Qualification System (NQS).

Question (or Mr Oise Ihonde): In the countries where you've worked, how would you advise local companies to build their track records and attract key personnel? We know diamonds, fish, and tourism well, but how can we expand beyond these sectors and demonstrate expertise?

Answer: Mr Ihonde stated the importance of maintaining an open mind about potential opportunities. Their approach when entering a new country involves conducting a comprehensive country audit to assess various industries and identify transferable skills relevant to the oil and gas sector. By doing this, they can engage companies that may not initially consider entering the oil and gas space, informing them that refining their skills could lead to lucrative contracts, such as a 25-year agreement that could significantly grow their business. He cited successful examples from Ivory Coast, Ghana, and Senegal, where even during COVID, they had personnel stationed to engage with local vendors, exploring creative solutions and identifying potential suppliers for the industry. Additionally, Mr Ihonde stressed the importance of collaborating not just with MODEC, but also with other companies within the sector to foster a more inclusive growth strategy.



20-22 August 2024 Windhoek, Na

STRATEGIC CONFERENCE DAY 2:

ECONOMICS, FINANCE, GAS AND INFRASTRUCTURE

SESSION FOUR:

NAMIBIA'S ROLE IN GLOBAL OIL AND GAS MARKETS

'ECONOMIC GROWTH THROUGH DIVERSIFICATION AND A COMPETITIVE SUPPLY MARKET: NAVIGATING A LOW-CARBON ECONOMY DURING AN OIL AND GAS BOOM'



Setting the Scene: Mr Tony Paul, Independent Consultant: Energy and Strategy, and Principal Consultant, Trinidad and Tobago

Mr Paul Tony noted that Namibia faces significant challenges despite its abundant resources. The country's oil and gas reserves are located at Lüderitz, a small town in need of approximately 4,000 meters deep and 90 kilometres offshore, complicating extraction efforts compared to nations like Guyana. The harsh offshore environment creates difficulties for both operation and maintenance, resulting in higher costs.

He posed an important question for Namibian oil and gas stakeholders: while oil is generally more profitable than gas, gas extraction often occurs before oil extraction is complete. Consequently, Namibia must address two critical issues: (1) identifying markets for gas and (2) finding effective methods for gas disposal. The availability of a market is crucial for advancing these initiatives.

Mr Tony also emphasised the importance of economic growth through diversification and fostering a competitive supply market. He prompted the audience with several questions: What does this mean for Namibia, especially as the first country to produce ammonia and fertilizers? How can Namibia leverage its gas resources? What challenges will arise during the development of the oil and gas sector?

He urged participants to keep an eye on Namibia's upstream policy, which unfolds in two phases:

1. Introducing new outer equipment.
2. Initiating oil production.

This progress is encouraging not just for Namibia but for Africa as a whole, as discoveries in Namibia represent advancements for the entire continent. For instance, in Guyana, gas fields become more abundant as one moves toward Suriname, with major companies producing significant volumes of gas.

Mr Tony stressed that optimising and managing resources goes beyond merely acquiring oil and gas; it also involves creating jobs, developing business skills, and attracting third-party investments. He pointed out that essential services like IT and logistics are currently limited to downstream operations, and there is a pressing need to improve the quality of these services, particularly in areas related to job sites and safety.

He further asserted that all skills and knowledge are transferable, emphasising the importance of local content strategies that create employment opportunities and provide essential services. Therefore, it is crucial to analyse



various sectors, understand the local context, and find ways to involve the community.

In conclusion, he referenced a 2007 study on energy sources, which examined environmental factors, climate, and the optimisation of oil and gas assets. The study aimed to assess how to leverage these resources sustainably for future generations, potentially providing valuable insights for Namibia's development.

PANEL DISCUSSION: The Significance of Downstream Activities and Policy Instruments for In-country Retention and Value

The green economy fosters co-existence, as explored by the panel's examination of how major companies have supported gas and oil, with 80% of their revenue chain tied to suppliers. Emphasising the importance of downstream activities and policy instruments, the panel discusses in-country retention and value.

Moderator: Mr Salomo Hei, Managing Director, High Economic Intelligence, Namibia

Strategy Panel Discussion:

- Mr. Robin Sherbourne, Economist
- Ms. Heike Scholtz, Chief Strategy and Business Development Officer, Development Bank of Namibia
- Mr Jason Shikalepo, Head of Investment Banking, RMB Namibia
- Dr Riverson Oppong, CEO, Oil Marketing Companies, Africa Director, SPE, Ghana
- Mr Martin Solomon, Energy SME Senior Manager, PwC South Africa Strategy
- Mr Tony Paul, Independent Consultant: Energy and Strategy, and Principal Consultant, Trinidad and Tobago

Question (for Mr Jason Shikalepo): What is RMB's approach to collaboration and value retention within the country?

Answer: Mr Shikalepo explained that the need for collaboration is a global challenge, and RMB is committed to helping Namibia find funding solutions that build a robust framework for opportunities. He stressed the importance of designing structures that leverage skills from various industries, learning from the mining sector to ensure no one is left behind.

Question (for Mr Jason Shikalepo): What are the bank's plans for the cryptocurrency market in relation to the oil and gas industry?

Answer: The bank intends to engage with both the cryptocurrency market and the oil and gas sector simultaneously. This approach requires establishing policy certainty, implementing local projects, and ensuring effective capital allocation within a global portfolio. He highlighted the necessity of clearly articulating goals and strategies.

Question (for Dr Riverson Oppong): What can Namibia learn from Ghana's case study?

Answer: Dr Oppong noted that Ghana's strategic approach to utilising gas has significantly contributed to job creation. He mentioned the global demand for energy, driven by population growth and economic expansion. Namibia can learn how to harness local resources effectively, positioning itself as an energy hub despite existing resistance.

Question (for Dr Riverson Oppong): How can Namibia enhance its energy strategy?

Answer: Dr Oppong explained that Ghana took many years to understand its petroleum industry, providing Namibia with a valuable learning opportunity. He recommended that Namibia identify the sources of crude oil supply to meet the existing demand while acknowledging potential hurdles in developing its energy infrastructure.

Question (for Ms. Heike Scholtz): What is the bank's role in the oil and gas sector?

Answer: Ms. Scholtz outlined several key roles for the bank:

1. Developing infrastructure for storage facilities to secure supply.
2. Funding a portion of the northern port.
3. Pioneering efforts to unlock energy resources.
4. Establishing wind energy projects to diversify energy sources.
5. Acting as a development partner in policy debates and funding initiatives.
6. Building capacity within local businesses to serve the industry.
7. Supporting local suppliers in the oil and gas sector.
8. Offering services to tourism providers, including entertainment.

Question (for Ms. Heike Scholtz): Does the lack of policy impact the industry's capacity?

Answer: Ms. Scholtz affirmed that it does. As a key investor, he stressed the need to reduce policy uncertainty and foster dialogue between the public and private sectors. He noted that Namibians often lack clarity on their needs, which hinders ownership of the process. A comprehensive view that reflects all sectors is essential to shaping effective policies and reducing uncertainty.

Question (for Mr. Martin Solomon): Can you discuss the renewable energy landscape?

Answer: Mr Solomon pointed out that there is a clear undersupply of electricity, and debates focus on how to achieve reliable supply and implement effective electrification strategies. He pointed out the challenges of old generators and the need for modernisation to promote renewable energy, stressing the importance of collaboration.

Question (for Mr Martin Solomon): What is your perspective on the Southern African region regarding the oil and gas industry?

Answer: Mr Solomon argued that African nations should strive to maximise the potential of the oil and gas industry by ensuring benefits are derived from subregional facilities. He advocated for substantial investments in renewable resources, supported by oil and gas, and encouraged opening the Southern African region to both international and regional perspectives.

Question (for Mr Tony Paul): What infrastructure developments are needed for crude oil, and how will they benefit the region?

Answer: Every country in the region, particularly Namibia, must prioritise a significant push towards



renewable energy; otherwise, we risk squandering our valuable national resources. Mr Paul emphasised that gas is most beneficial when consumed locally, and its value increases when transported via pipeline to market.

Question (for Mr Tony Paul): Regarding the localisation agenda, how can this benefit both Namibians and Africans at an optimal level?

Answer: The public and private sectors must collaborate to craft a comprehensive strategy that benefits both Namibians and the broader African community.

Additional Answer (from Mr Martin Solomon): Commercial viability is crucial, as projects in this sector require substantial capital investment. Despite challenges, current circumstances have improved the industry's prospects. If funding value chains can work together, the Southern African Development Community (SADC) will reap the benefits. It is essential for stakeholders to communicate a clear vision and anchor efforts in the Orange Basin without getting overly caught up in policy development.

Question (for Mr Tony Paul): What path should Namibia take?

Answer: People are motivated by tangible benefits. It is essential to clearly communicate how individuals will benefit from the industry. Establish an enterprise centre that provides information and support tailored to their needs. Additionally, he added that it's important ensure funding is accessible and encourage collaboration by understanding what motivates the community.

Additional Answer (from Mr Jason Shikalepo): Building creditworthiness involves identifying credible suppliers and sourcing reliable capital. Labour, capital, and resources are equally important. Stakeholders should be advised on effectively utilising their existing resources and acquiring what they lack. Emphasising collaboration, they must clearly articulate the benefits to the community.

Additional Answer (from Dr Riverson Oppong): Develop global competition in the energy sector by seizing emerging opportunities and seeking international capital.

Question for Ms. Heike Scholtz: What plans are in place for critical infrastructure to support anchor projects, such as pipelines?

Answer: Collaboration is key. Namibians need to recognise that revenue from crude oil should not distract from local competitiveness. Namibia is racing against time, and the window of opportunity is narrowing. It is vital to initiate these efforts quickly to ensure a broad economic impact, and engaging the Minister of Finance and other government stakeholders is essential.

SESSION FIVE:

INFRASTRUCTURE AND LOGISTICS

‘BUILDING A WORLD CLASS AND SUSTAINABLE ECOSYSTEM FOR INDUSTRIAL BUSINESSES AND ECONOMIES TO THRIVE’



Keynote Address - A Case Study from Total Energies’ Tilenga Project (Mr Edgar Mungisha, Managing Partner, Atacama Consulting, Uganda)

Mr Mungisha, from Atacama Consulting—a leading provider of cost-effective environmental and social solutions—served as the keynote speaker for the fifth session, presenting a compelling case study on Total Energies’ Tilenga Project. He drew attention to Namibia’s infrastructure developments in Walvis Bay and Lüderitz, noting the importance of bridging the knowledge gap in delivering infrastructure for the oil and gas industry. To illustrate this, he shared insights from a case study in Uganda, focussing on the framework for resettlement services, land acquisition, and community relocation.

Mr Mungisha discussed the significant impact of displacement on local populations due to oil and gas discoveries, noting that many people lose their homes and land as a result. He explained that the Tilenga Project implemented a standardised approach for acquiring land, which included comprehensive resettlement processes.

The objectives of the study were:

1. To define key terminologies, policies, principles, and organisational structures for Tilenga’s resettlement efforts.
2. To ensure compliance with Ugandan legal requirements and adherence to International Finance Corporation (IFC) standards.
3. To provide practical guidance for protecting personnel during project execution.

He elaborated on the study’s examination of corporate policies alongside Ugandan legislation, underscoring the importance of integrated planning, community consultations, and the formation of committees. The research also focused on assessing impacts through risk mapping, identifying displacement effects, and planning for the restoration of temporary land use.

Key strategies explored included:

- Right of passage access
- Temporary and permanent land occupation
- Land agreements
- Compensation frameworks
- Entitlement and eligibility criteria

The resettlement compensation process included:

- Data verification
- Disclosure of information

What Can Namibia Learn?

From Namibia’s perspective, Mr Mungisha identified several lessons to be drawn from Uganda’s experience:

- It is crucial to analyse the practices of the Tilenga project and other international companies operating in the region.
- Effective data management is vital; ensuring accurate and comprehensive data collection throughout the process is essential.
- Collaborating with international content suppliers is important, as working with those on an international supplier database can enhance project outcomes.
- Understanding the legal framework for land reform and resettlement is critical; access to these frameworks cannot be taken for granted.

In conclusion, he encouraged ongoing investment in collaboration and continuous improvement to enhance Namibia's approach to oil and gas development.

PANEL DISCUSSION: Building a Sustainable Future for Namibia's Oil and Gas Industry

Namibia is poised to transform its economy through its oil and gas resources, but realising this potential requires focused efforts on infrastructure development, regulatory reforms, technological advancements, and sustainable practices. The panel discussion will address the current status, necessary steps for progress, and how to secure capital for these megaprojects, while also exploring how the communities of Lüderitz and Walvis Bay can lead these initiatives. By leveraging partnerships with international companies and engaging local communities, Namibia can develop an inclusive oil and gas industry that benefits all citizens and serves as a model for sustainable development in Africa.

Moderator: Ms Sue Reuther, Energy Sector Lead, SLR Consulting, South Africa

Strategy Panel Discussion:

- Mr Jide Jadesimi, Executive Director, Business Development, LADOL, Nigeria
- Hon. Cllr. Phillippus Albertus Balhao, Mayor of Lüderitz, Namibia
- Mr Elzevir Gelderbloem, Executive Port Engineering, Namibia Ports Authority (NamPort), Namibia
- Mr Joaquim Chipuco, Commercial Director, Sonils, Angola
- Mr Edgar Mugisha, Managing Partner, Atacama Consulting, Uganda

Question (for Hon. Phillippus Balhao): From a local perspective, what are the aspirations for Namibian participation in the oil and gas sector, particularly regarding your experience in Lüderitz?

Answer: In Lüderitz, there was a shift where industries withdrew from various sectors to focus on mining, resulting in an economic decline. However, recent announcements regarding oil, gas, and hydrogen have revitalised the local economy. Lüderitz, a small town in need of significant development, now has renewed hope for new opportunities. While acknowledging that much work lies ahead to accommodate these changes, there is optimism about the plans being guided by experts, with effective implementation identified as key.

“ Lüderitz, a small town in need of significant development, now has renewed hope for new opportunities. ”

Question (for Mr Gelderbloem): From NamPort's perspective, what plans are in place to accommodate the institutional demands arising from the oil and gas sector?

Answer: Mr Gelderbloem explained that NamPort operates on a schedule, handling hydrogen in the mornings and oil and gas in the afternoons. They have established a Nigerian master class to gather in-

sights. Their plans include short, medium, and long-term strategies. Currently, Walvis Bay supports most offshore activities, except for Total Energies, which operates from Lüderitz. Following extensive consultations, it has been decided that Lüderitz will support the Orange Basin, with construction set to begin next year. While Lüderitz will primarily serve the Orange Basin, Walvis Bay will also support other basins with significant oil discoveries. He emphasised that the town must also receive attention alongside the port.

Question (for Hon. Phillippus Balhao): Will there be ample opportunities for Namibians in the industry?

Answer: The speaker acknowledged concerns that Namibia does not recognise local engineers. However, he expressed his surprise at the expertise available within the country. He insisted that there are capable professionals and companies ready to partner with international firms, which presents numerous opportunities for collaboration.

Question (for Mr Jide Jadesimi): Drawing from international experiences, particularly Nigeria's, what key enabler has Nigeria capitalised on in its oil and gas industry?

Answer: Mr Jadesimi noted that while Nigeria has produced oil and gas for 60 years, it wasn't until 2010 that a local content law was established. This legislation has been crucial in engaging stakeholders and ensuring proper monitoring and enforcement. He suggested that many lessons from Nigeria's experience could inform Namibia's local content policy.

Question (for Mr Joaquim Chipuco): How did Angola respond to the discoveries and developments in the oil and gas sector?

Answer: Mr Chipuco expressed his excitement at seeing several Angolan companies represented at the conference. He shared that Angola's oil and gas sector began in the late 60s and early 70s, leading to the establishment of a supply base tailored to oil and gas activities. Discoveries in the 80s and 90s prompted the development of this base to meet the needs of expanding production. He emphasised the importance of creating a robust and secure base to support large-scale operations.



SESSION SIX:

NOW MORE THAN EVER, FINANCING NAMIBIA'S MEGA PROJECTS



'UNLOCKING PRIVATE CAPITAL THROUGH BLENDED FINANCE: MOBILISING PAN-AFRICAN RESOURCES TO SUPPORT LOCAL OIL AND GAS SUPPLIERS'

Keynote Address - Ensuring Stable Regulations and Regional Collaboration to Attract Investment (Ms Connie-Marlene Theyse, Head of Enterprise Banking, High Touch & Mid Corporate, FNB Namibia)

In her opening remarks, Ms Theyse emphasised that Namibia requires a stable and predictable environment to encourage investors to commit their capital confidently. She highlighted the critical role of clear and stable regulatory frameworks, noting that investors prioritise stability and predictability when deciding where to allocate resources. These frameworks provide the legal and operational certainty necessary for long-term commitments, particularly in the oil and gas sector, where projects often involve significant expenditures and lengthy timelines.

Ms Theyse also pointed out that while a clear regulatory environment is crucial at the national level, collaboration at the regional level is equally important in creating an enabling environment for investors. She underscored the need for solid regional frameworks that can streamline processes and reduce transaction costs, which requires mechanisms that facilitate collaboration among countries.

She further explained that regional and local development banks can play a vital role in enhancing these frameworks. By bringing together governments, financial institutions, and industry stakeholders, SADC can align the interests of all parties and foster a conducive investment environment.

PANEL DISCUSSION: Strategies for Supporting SMEs and Mobilising Capital in Namibia's Oil Sector

A key panel discussed strategies for supporting SMEs in Namibia's oil and gas sector, highlighting the importance of accessing capital, adapting successful models, and promoting environmental sustainability. The conversation highlighted the need for tailored financing solutions, the crucial role of public institutions, and the significance of local content development to ensure that the benefits of resource exploitation are equitably shared among Namibians.

Moderator: Mr Shawn Duthie, Executive Director, Control Risks, South Africa

Strategy Panel Discussion:

- Mr Ejike Egbuagu, CEO/Co-Founder, Moneda Invest, Nigeria
- Ms Connie-Marlene Theyse, Head of Enterprise Banking, FNB Namibia
- Ms Christina von Doderer, Chief Investment Officer, BFS Fund Manager, Namibia

Question (for Mr Ejike Egbuagu): What are the different financial structures that SMEs can utilise to qualify for the industry?

Answer: Mr Egbuagu explained that they offer official working capital solutions, alongside short-term products such as guarantees and letters of credit. They also provide asset financing and business loans tailored to the specific needs and development stages of each entity.

Additional Answer by Ms Christina von Doderer: Another panellist shared that, coming from a background of limited banking access, she noticed that traditional banking structures often rely heavily on collateral. This approach created a barrier for many SMEs seeking credit. He highlighted the mismatch between the requirements of traditional financial institutions and the realities faced by African markets.

Question (for Mr Ejike Egbuagu): Can the oil and gas model used in Nigeria be adapted for Namibia, or should it be modified?

Answer: He acknowledged that while each market is unique, flexibility is key. He emphasised that they are not looking to impose the Nigerian model on Namibia but believe that aspects of it could be beneficial. A collaborative financing model is essential for the market to flourish, and Namibia should work with banks to leverage available capital.

Additional Answer (Ms Connie-Marlene Theyse): Ms Theyse highlighted the importance of creating a framework that incorporates letters of credit and assists with financing.

Additional Answer (Ms Christina von Doderer): She noted that their work focuses on mining procurement and capital resources, creating partnerships with off-takers to mitigate risks, which has proven effective in Namibia.

Question (for Mr Ejike Egbuagu): What different financial structures can individuals use to secure capital funds?

Answer: He recommended that those with short-term contracts who are struggling with traditional banks reach out to the NAMPRO fund, which specialises in this area. With annual rates of 18-20%, clients may find better funding opportunities there.

Question (for Ms Christina von Doderer): What are your thoughts on the current conversations surrounding the cost of capital?

Answer: She emphasised the need for mobilising African capital and proposed creating softer financial options to make funding more accessible and affordable for SMEs.

Additional Answer (Ms Connie-Marlene Theyse): Ms Theyse stressed that collaboration is crucial for obtaining funding from different financial institutions. Development Finance Institutions (DFIs) play a vital role in national development and should be engaged early by SMEs to build trust and relationships.

Question (for Mr Ejike Egbuagu): What key indicators do you consider when assessing loans or funding?

Answer: Ambition is a significant indicator of local capacity and willingness to grow. He also noted that establishing a governance structure is essential for SMEs aiming to attract investment.

Additional Answer (Ms Christina von Doderer): She recommended focussing on SMEs' backgrounds, track records, and their collateral capabilities. The minimum investment to consider should be around 200,000 Namibian dollars.

Additional Answer (Ms Connie-Marlene Theyse): FNB looks for indicators such as industry demand and the market for services, which influence the flow of funds and meet customer needs.

Question (for Mr Ejike Egbuagu): What role do public institutions play in developing commercial spaces, pricing, and fund allocation?

Answer: He stressed the importance of involving talented and specialised investors and ensuring that legislation is effective. Public institutions like the Development Bank of Namibia should align public spending with capital needs and explore blended financing options.

Additional Answer (Ms Christina von Doderer): She stressed the need to support local content by building a supplier database and ensuring stable legislation to attract investor-friendly capital.

Question (for Mr Ejike Egbuagu): What is your opinion of the current regulatory regime?

Answer: He noted that navigating the regulatory landscape requires patience and support from governments, advocating for an African approach to engaging with local partners.

Question (for Ms Connie-Marlene Theyse): How can financing contribute to environmental sustainability? Are there policies in place?

Answer: Banks must adhere to Environmental, Social, and Governance (ESG) regulations and report accordingly to ensure compliance.

Additional Answer (Mr Ejike Egbuagu): He mentioned that the source of capital influences environmental policies, advocating for a focus on African priorities in policy development.

Question (for Ms Connie-Marlene Theyse): What do you see as long-term factors for oil and gas?

Answer: She pointed out that while renewable energy is currently expensive, there is a growing need for investors in renewable sectors to sustain the industry.

Additional Answer (Mr Ejike Egbuagu): He suggested organising support roadshows and strengthening institutions to balance capital, while raising awareness about renewable energy opportunities alongside oil and gas.

Additional Answer (Ms Christina von Doderer): She emphasised that collaboration is crucial for securing funding and sharing transactions, highlighting the goal of providing comprehensive financial solutions for projects.

Question (for Ms Christina von Doderer): How will oil and gas impact the cost of living in Namibia?

Answer: She advocated for decoupling from the South African Rand, emphasising that Namibia's economic health should be independent. Changes in currency backing could lead to prosperity.

Additional Answer (Mr Ejike Egbuagu): He explained that the cost of living is driven by demand and supply, which will stimulate local content and production. Namibians should capitalise on emerging opportunities and invest in infrastructure, such as farms and real estate, to enhance GDP and keep living costs manageable.



SESSION SEVEN:

FINDING THE BALANCE BETWEEN TRANSPARENCY AND NATURAL RESOURCE MANAGEMENT

‘ENHANCING GOVERNANCE: PROMOTING TRANSPARENCY, STAKEHOLDER ENGAGEMENT, AND CAPACITY BUILDING’

PANEL DISCUSSION: Strengthening Governance - Transparency, Stakeholder Engagement, Capacity Building, and Public Awareness

Moderator: Dr Clemens von Doderer, Resident Representative, Hanns Seidel Foundation, Namibia

Strategy Panel Discussion:

- Mr Graham Hopwood, Executive Director, Institute for Public Policy Research (IPPR), Namibia
- Ms Corinna Van Wyk, Co-ordinator & Legal Practitioner, Legal Assistance Centre (LAC), Namibia
- Ms Stefanie Busch, Co-founder and vice chairperson, Environmental Lawyers Network
- Dr Victoria Ndinelago Erasmus, Marine Scientist

This panel discussion commenced with the panellists addressing several key issues relevant to the topic, followed by an open floor for delegates to pose questions.





Mr Graham Hopwood, Executive Director, Institute for Public Policy Research (IPPR), Namibia

Mr Graham Hopwood emphasised the importance of governance and anti-corruption measures in the oil and gas industry, which is often linked to corrupt practices. This concern drives their commitment to ensure Namibia avoids pitfalls that have hindered other countries, ultimately preventing public benefit from its resources.

He stated that transparency should not be viewed as an optional extra, but as a fundamental principle of natural resource management. He advocated for Namibia's participation in the Extractive Industries Transparency Initiative (EITI), a global standard involving 57 countries, asserting that joining would establish crucial industry standards. Despite ongoing discussions, the government has yet to decide on joining the EITI. The speaker explained that Namibia's current blacklisting by the Financial Action Task Force stems from inadequacies in its financial system, and he reiterated the need for involvement in the EITI to improve this situation. He referenced the Fishrot case as a cautionary example, stating that issues of transparency in the industry, such as undisclosed licenses and quotas, have not been adequately addressed. He stressed the need for resources to benefit all Namibians and for maximum transparency from the government.

Concluding his remarks, he acknowledged that oil can attract corrupt practices, emphasising the importance of a strong commitment to combating corruption. He expressed cautious optimism about Namibia's prospects, contingent on improving transparency and accountability.



Ms Corinna Van Wyk, Co-ordinator & Legal Practitioner, Legal Assistance Centre (LAC), Namibia

Ms Van Wyk emphasised the importance of considering the local community, particularly those who do not qualify for financial assistance due to a lack of collateral and knowledge about ongoing projects. She highlighted that 65% of these individuals live in poverty, making them crucial stakeholders who need representation.



Ms Stefanie Busch, Senior Associate, ENS Namibia

Ms Busch stated that her role as an environmental lawyer is not to impede development but to ensure compliance with sustainable laws. She stressed the high costs of environmental damage and the disproportionate impact of industrialisation on developing countries. She posed critical questions about how Namibia can progress in the oil and gas sector while transitioning away from fossil fuels, urging consideration of commitments to sustainability.

She urged Namibia to learn from other countries' successes in developing their oil and gas industries, emphasising that resource development should not come at the expense of the environment or equity.



Dr Victoria Ndinelago Erasmus, Marine Scientist / Operations Manager, Fisheries Observer Agency, Namibia

Dr Erasmus introduced the concept of "blue economy," which encompasses industries connected to oceans, including mining, tourism, and energy. She discussed the potential negative impacts of oil and gas activities on marine ecosystems, including thermal, noise, and vibration pollution. She pointed out the need for sustainable practices to protect biodiversity, specifically mentioning the dangers to seabirds from oil exposure.

Dr Erasmus called for better environmental protection measures, such as those outlined in the Environmental Marine Act, emphasising that sustainability is essential for future generations. She also advocated for increased capacity development and awareness, urging educational institutions to incorporate programs that support the oil and gas industry.

After the various presentations, delegates raised the following questions:

Question for Ms Stefanie Busch: Where do you see national gaps that need to be filled to ensure compliance with the EITI?

Answer: The speaker stressed the necessity of joining the EITI, noting that creating an independent transparency reform plan would be time-consuming. She emphasised that Namibia is moving towards becoming an information-access country, with recent parliamentary approval of regulations for transparency. The EITI mandates that the government publicly disclose various contracts and licenses, fostering accountability.

Question (for Dr Victoria Ndinelago Erasmus): How can the fishery sector and oil and gas industries coexist?

Answer: Dr Erasmus noted that the ocean has traditionally been used for fishing and transport but is now shared with the oil and gas industries. Recognising their interconnectedness is crucial to avoiding conflicts. She stressed the importance of protecting sensitive marine areas, particularly breeding grounds for fish, which are vital for sustaining fish stocks and the economy.

Question for Ms Corinna Van Wyk: How can we ensure local communities feel engaged and empowered?

Answer: The speaker remarked that indigenous people possess valuable knowledge and understanding of their environments. Engaging them in development discussions is essential, as they have the capacity to collect data and monitor activities. She underscored the importance of including local communities in decision-making processes to avoid further marginalisation.

Question (for Dr Victoria Ndinelago Erasmus): What improvements can be made to the Oil and Petroleum Act?

Answer: Dr Erasmus discussed the Environmental Management Act, which requires operators to obtain environmental clearance before conducting activities. She pointed out limitations, such as the lack of accredited environmental assessment practitioners and the need for better access to information. Monitoring distant sites poses additional challenges for environmental oversight.

Question for Ms Corinna Van Wyk: When is the right time to involve the community?

Answer: Public consultations are mandated under the Environmental Management Act during environmentally concerning operations. However, she argued for early engagement with local communities before project approvals, emphasising that their rights should be recognised and respected from the outset.

Question for Mr Graham Hopwood: Does Namibian legislation need strengthening?

Answer: Yes, our legislation does need strengthening. We must focus on the role of our Environmental Commissioner and address existing challenges. While we hope for visible improvements, it may take time. Ultimately, laws should serve the interests of the Namibian people.

Question for Ms Corinna Van Wyk : Whose responsibility is it to involve indigenous people in this process?

Answer: We have ample time to implement necessary measures before the oil and gas industry begins operations. Educators should be our starting point, as they possess the capacity to effectively share and disseminate information.

Question for Ms Stefanie Busch: From a legal perspective, how feasible is it to establish an organised

advocacy association that promotes community benefits?

Answer: In Namibia, when dealing with communal land, obtaining consent is essential. Engaging with local authorities is crucial. However, it's important to note that we are not currently addressing communal land issues, as these are governed by existing legislation.

The panellists delivered closing remarks to conclude the discussion:

Mr Graham Hopwood

We are committed to developing legislative policies that prioritise the interests of the Namibian people.

Dr Victoria Ndinelago Erasmus

Our next step is to identify the impacts of the oil and gas sector and explore effective strategies to mitigate associated challenges.

Ms Corinna Van Wyk

We still have the opportunity to learn from the mistakes of other countries, such as Angola, Uganda, and Nigeria.

Ms Stefanie Busch

The oil and gas industry should be managed in an environmentally sustainable and innovative manner.





One of the main objectives of the conference was to create opportunities for networking and collaboration between local and international investors. A notable outcome was the formation of a strategic partnership between Rosano Oilfield Services, a Namibian company, and Tsavo Oilfield Services, based in Kenya. The two companies formalised their collaboration with the signing of a Strategic Collaboration Agreement, which opens the door for Tsavo to tap into Namibia’s growing oil and gas sector, while also highlighting its commitment to supporting cross-border local content. The agreement was signed by Elizabeth Rogo, Founder and CEO of Tsavo Oilfield Services, alongside the team from Rosano Oilfield Services.



SESSION EIGHT:

UNDERSTANDING THE PROCUREMENT PROCESS WITH BUYERS AND RECOGNISING OPPORTUNITIES FOR LOCAL SUPPLIERS

'UNDERSTANDING THE PROCUREMENT PROCESS: UNLOCKING OPPORTUNITIES FOR LOCAL SUPPLIERS'



Keynote Address - Local Employment and Skills Development: Strategies for Managing Expectations and Delivering Results (Ms Nillian Mulemi, CEO, Petrofund Namibia)

Ms Mulemi insisted that local participation is essential for accelerating progress in Namibia's oil and gas sector. This concept, rooted in local content and in-country value creation, also involves legislative measures currently in draft form.

These measures compel all licensed operators in Namibia to contribute to skill development for Namibians. While the current scope is limited, the draft legislation aims to expand this framework to ensure compliance and greater impact.

The necessary tools are available, she said and further added that tertiary institutions must be empowered with international safety standards, appropriate equipment, and skilled personnel. Stakeholders should actively engage to enhance support for local institutions, increasing accessibility and opportunities.

Ms Mulemi points out the absence of oil and gas skills in the country due to a lack of developmental support, which is critical for fostering a skilled industry. She advocates for collaborations that create internships and employment opportunities, as well as training for a significant number of Namibians in relevant skills. Investing in internships and petroleum training for exploration is vital for building expertise in this sector. She stresses that these discussions are moot without opportunities for graduates, urging immediate action rather than waiting for the government to finalise local content policy, as provisional measures are already in place.

She also encourages Namibians to grasp the distinctions between technical and global aspects of the industry, ensuring that services are rendered and procured locally. Additionally, financial institutions should provide agreements that facilitate the growth of local businesses, offering financial assistance such as credit loans to empower SMEs. In terms of contracting, she advocates for sharing bids to foster local competition for tenders, ensuring transparency by making them public.

PANEL DISCUSSION: Investing in Local Employment and Skills—The Impact of Petroleum Training and Education Funds

Moderator: Mr Vetumbuavi Mungunda, Chief Executive, Ombu Capital, Namibia

Strategy Panel Discussion:

- Ms Elizabeth Rogo, Founder and CEO, Tsavo Oilfield Services, Kenya
- Mr Ibrahim Aminu, Senior Capacity Building Expert, CLC Solution, Ghana
- Mr Adrian Strydom, CEO, SAOGA, South Africa
- Ms Nillian Mulemi, CEO, Petrofund Namibia
- Advisor, Ministry of Mineral Resources Oil and Gas, Republic of Angola



The discussion focused on enhancing local employment and skill development within the petroleum sector, emphasising the need for accessible training and procurement processes for small and medium-sized enterprises (SMEs).

Question (for Ms Nilani Mulemi): What specific actions or interventions will be implemented, by whom, and when? What are the targets?

Answer: We need to focus on building skills and training Namibians for the petroleum industry across three operational stages. In the exploration phase, skill levels are currently limited, necessitating a focus on training engineers to bridge the capacity gap. It's crucial to enhance the skillsets of TVET graduates to support the oil and gas sector. Given the constitutional mandate to protect the environment, there will also be a need for environmental biologists for safety oversight.

Question (Ms Elizabeth Rogo): What role should advocacy play in procurement laws?

Answer: While procurement laws benefit various sectors, they often fall short in the energy sector. It's essential to ensure that the private sector is inclusive of women, youth, and people with disabilities. We need to create opportunities for Namibian companies to support SMEs and bridge existing financial gaps.

Question (for Advisor, Ministry of Mineral Resources Oil and Gas, Republic of Angola) In Angola, what is the willingness of IOCs? What specific measures allow local participation?

Answer: Laws often come with varying degrees of effectiveness; some work while others do not. It's essential to personalise and adapt laws to keep companies viable. Procurement policies must be reassessed and refined to facilitate local participation.

Additional Comment (Mr Ibrahim Aminu): Establish an online platform to raise awareness and advertise contracts and tenders, clearly outlining the requirements for SMEs to qualify. This platform should

detail the application process, selection criteria, and procurement procedures, ensuring transparency. Simplifying these processes will enhance accessibility, enabling more SMEs to participate and compete for available opportunities effectively.

Question for Mr Ibrahim Aminu: How can Namibia enhance its capacity beyond 45%?

Answer: Opportunities must be provided through local policy development, reserving certain elements like production and procurement for locals. It's vital to create terminology suitable for the African context to help companies establish a presence in Namibia.

Question for Mr Adrian Strydom: What does "regional" mean for the industry?

Answer: It means encouraging free trade and collaboration within Namibia and Southern Africa, facilitating local engagement in regional initiatives.

Question (for Mr Adrian Strydom): How do we address local and regional distinctions fairly?

Answer: Developing local companies to gain international skills is crucial. However, locals should be prioritised for benefits, expanding to a regional strategy only afterward. We must learn from neighbouring countries to enhance broader development.

Question for Advisor, Ministry of Mineral Resources Oil and Gas, Republic of Angola: What distinguishes the oil and gas industry in terms of skills?

Answer:

1. The local content concept in the oil and gas sector creates and retains value. A baseline study is necessary to identify existing skills and gaps. Training is essential for participation, focussing on safety certifications and collaboration among service companies to prepare youth. Skills mapping will help identify current and future needs.
2. Goods and services differ for Angola's local enterprises, necessitating open collaboration, which should prompt more government engagement.

Question (for Ms Nillian Mulemi): What learning mistakes exist in the oil and gas sector, particularly regarding skills development compared to the fishing industry?

Answer: Wealth management skills are crucial for sustainable fund management, and transparency in governance is essential.

Question (for Ms Nillian Mulemi): With a population of 3 million, where will we find enough engineers without compromising other sectors?

Answer: We can deploy candidates from outside while upskilling locals, ensuring that all industries maintain their skill sets.

Question (for Ms Nillian Mulemi): Is there a collaborative forum in the oil industry?

Answer: Understanding the industry's value chain is vital for identifying opportunities. Not everyone needs to be in this sector; leveraging strengths across industries is crucial.

Question (for Ms Nillian Mulemi): What is needed for companies to achieve supply-level readiness?

Answer: Namibia cannot afford to fail, as companies already possess 45% of the necessary capacity and capabilities.

CLOSING SESSION: SUMMARY AND FUTURE DIRECTIONS FOR NOGC 2025

The closing session was moderated by Mr Ranti Omole, Chairman of Radial Circle and former Vice Chairman of PETAN, Nigeria. It provided a recap of Day Two, noting key discussions and outlining the preparations for NOGC 2025, scheduled for August 19-22, 2025. Emphasising collaboration and actionable strategies, participants were encouraged to remain engaged and committed to the initiatives discussed. The session concluded with a heartfelt vote of thanks to all attendees and contributors, expressing gratitude for their valuable insights and participation as the event came to a close. The panellists shared their closing remarks, providing delegates with valuable insights to guide them in their efforts within the oil and gas industry.

Dr Clemens von Doderer, Resident Representative, Hanns Seidel Foundation:

Dr von Doderer expressed his appreciation for the active engagement of both Namibians and international guests at the conference. He identified a key challenge: the need for the government to address funding issues. He committed to collaborating with financial institutions to secure support for SMEs in the industry and urged the government to finalise oil and gas policies, noting the importance of a unified definition of local content for Namibia. He encouraged all stakeholders interested in the industry to prepare thoroughly.

Mr Jason Kasuto, Chairperson, EAN, Namibia:

Mr. Kasuto highlighted the stimulating discussions throughout the ONGC, stressing that Namibia's GDP must grow to 18-20% to combat poverty and achieve equality. He called for equitable access to opportunities for Namibians and indicated that details regarding the next conference would be announced soon.

Ms Nangula Uaandja, CEO, NIPDB, Namibia:

Ms Uaandja reiterated the goal of attracting investors to Namibia while ensuring ongoing exploration. She acknowledged the necessity of incentives but emphasised the importance of treating both local and foreign investors equally. She noted that the Ministry of Home Affairs is processing numerous applications from non-Namibians and is actively working to identify existing skills within Namibia. She pledged to expedite development through a one-stop centre and improve information sharing, particularly for those lacking access to social media.

Ms Maggy Shino, Petroleum Commissioner, Ministry of Mines and Energy, Namibia:

Ms. Shino stressed the significance of strategic partnerships for Namibians entering the oil and gas sector. She called for the acquisition of technology and skills to ensure the industry is robust and urged local businesses to register to avoid potential setbacks.

Final Words from Panellists:

- **Mr Kasuto:** "Watch this space! Together with our partners, we promise to keep you engaged."
- **Ms Uaandja:** "We need everyone at the table to discuss how this industry can benefit Namibia. We'll strive to include trade unions next time."
- **Dr von Doderer:** "He thanked international attendees, noting that while Namibia has significant oil and gas resources, hydrogen development is also in progress. He concluded by stating that Namibia aims to become the "Norway of Africa."

This closing session encapsulated the collaborative spirit and commitment to advancing Namibia's oil and gas industry, ensuring that all stakeholders are engaged and prepared for future opportunities.

KEY THEMES

This year's Namibia Oil and Gas Conference (NOGC) served as a crucial platform for exploring key themes that will shape the sector's future. Attendees took part in engaging discussions centred on sustainability, innovation, and the empowerment of local economies, highlighting the critical need for responsible resource management. The focus was on fostering partnerships, building local skills, and ensuring compliance with regulatory frameworks. This collaborative approach aims to position Namibia as a leader in the industry, making sure that the advantages of oil and gas extraction contribute to sustainable development and economic growth nationwide. Below are the key themes that emerged from the three-day conference:

1. LOCAL CONTENT AND ECONOMIC DEVELOPMENT

- **Empowering SMEs:** The crucial role of small and medium-sized enterprises (SMEs) in creating job opportunities and fulfilling service contracts in the oil and gas sector. Discussions highlighted the significance of developing a local community supply chain as a key driver of economic growth.
- **Access to Funding:** Discussions around the challenges SMEs face in securing funding underscored the need for financial institutions to adopt more flexible criteria that do not overly penalise small businesses for lack of collateral.
- **Wealth Must Trickle Down:** The importance of retaining value from oil extraction emphasises the need to ensure that local economies significantly benefit from the resources being harvested.
- **Value Addition:** The aim is to create value within Namibia, which can attract foreign investment and create jobs.

2. SUSTAINABILITY AND ENVIRONMENTAL RESPONSIBILITY

- **Environmental Impact Assessments:** A strong emphasis on conducting Environmental and Social Impact Assessments (ESIA) to safeguard Namibia's ecosystems.
- **Commitment to Sustainable Practices:** Stakeholders were encouraged to balance exploration with environmental preservation, focussing on carbon neutrality and reducing overall environmental impact.
- **Balancing Economic Development with Environmental Protection:** Stakeholders were also encouraged to integrate sustainable practices into operational strategies to lessen any negative effects on the environment.
- **Environmental Sustainability:** Another key focus was directing investments toward sustainable practices, ensuring compliance with regulatory standards.

3. INNOVATION AND TECHNOLOGY IN OIL AND GAS

- **Technological Advancements:** The adoption of innovations like horizontal drilling, big data analytics, and robotics tailored to suit Namibia's unique conditions.
- **Digital Integration:** Connectivity solutions and advanced management systems will play a vital role in boosting operational efficiency.

4. CAPACITY BUILDING AND WORKFORCE DEVELOPMENT

- **Skills Development and Training:** Train qualified personnel and build local expertise through collaborations with educational institutions.
- **Mentorship and Knowledge Transfer:** Mentoring young professionals is crucial for fostering a culture of learning and development.
- **Addressing Skills Gaps:** It's important to recognise and actively tackle existing skills gaps within the local workforce.

5. INFRASTRUCTURE DEVELOPMENT AND LOGISTICS

- **Energy Infrastructure:** Developing robust energy infrastructure, including port expansions and effective supply bases, is essential for supporting industry growth.
- **Investment in Capacity:** Investing in both human resources and infrastructure is a necessity.

6. CROSS-BORDER COLLABORATION AND PARTNERSHIPS

- **Strategic Alliances:** Forming partnerships between local and international companies is key to enhancing service delivery and navigating the oil and gas landscape.
- **Regional Development:** There's a strong advocacy for collaboration among African nations to tackle shared challenges and boost competitiveness.
- **Pan-African Focus:** Collaboration among African nations in addressing shared challenges within the continent's oil and gas sector, ultimately aiming for collective growth.

7. REGULATORY FRAMEWORK AND GOVERNANCE

- **Importance of Compliance:** Establishing effective certification processes and regulatory frameworks is vital to ensuring safety and quality in the oil and gas sector.
- **Stable Regulatory Frameworks:** Clarity and consistency in regulations are crucial for attracting investment and supporting local ownership.
- **Transparency and Governance:** Emphasising transparency in resource management, alongside anti-corruption measures and adherence to Environmental, Social, and Governance (ESG) standards, is essential.
- **NIPDB's Role:** The Namibia Investment Promotion and Development Board (NIPDB) is actively working to improve the investment climate by addressing regulatory gaps and facilitating a more welcoming environment for investors. Their initiatives aim to enhance the ease of doing business and provide ongoing support to investors, both local and international.

8. MONITORING AND EVALUATION

- **Regulatory Oversight:** Implementing effective monitoring mechanisms for compliance with local content policies is key for continuous improvement.
- **Clear Accountability Structures:** Establishing clear responsibilities for stakeholders in monitoring and executing local content initiatives is crucial.

9. COMMUNITY ENGAGEMENT AND SOCIAL RESPONSIBILITY

- **Engagement with Local Communities:** Understanding and addressing community needs will help to build trust and a sense of ownership in local initiatives.
- **Resettlement and Community Impact:** It's important to have structured processes in place to minimise the negative effects of oil and gas projects on local populations.
- **Managing Expectations:** Open communication and transparency are vital for building trust and addressing concerns within local communities.

10. ACCESS TO PROCUREMENT OPPORTUNITIES

- **Transparent Processes:** Ensuring procurement processes are accessible and transparent for SMEs enhances competition and participation.
- **Advocacy for Inclusive Procurement Laws:** It's important that procurement laws prioritise diverse participation, including women and youth.

11. LONG-TERM COMMITMENT AND STRATEGIC PLANNING

- **Gradual Implementation:** recognising that developing local content is a long-term journey that requires sustained effort and careful planning.
- **Long-Term Vision:** The aspiration is to position Namibia as a leader in the oil and gas sector through strategic partnerships and sustainable development.

CONCLUSION

This report outlines the essential insights and recommendations gathered during the Namibia Oil and Gas Conference 2024, serving as a strategic guide for future initiatives and collaborations within the sector.

The conference proved to be a crucial platform for stakeholders to engage in critical discussions about the future of Namibia's emerging oil and gas industry.

Throughout the event, a recurring theme emerged: the importance of fostering inclusivity and creating opportunities for all Namibians. Speakers and panelists consistently emphasized the need for local content development, skills training, and equitable access to the benefits of the industry.

As Namibia stands on the cusp of a transformative period in its economic history, the conference highlighted the delicate balance required between attracting international investment and expertise, and ensuring that Namibians are not left behind. The discussions underscored the importance of developing a comprehensive strategy that prioritizes capacity building, transparent governance, and sustainable development practices.

By fostering collaboration and encouraging innovative practices, the conference laid a strong foundation for ongoing development and engagement in this vital industry, reinforcing Namibia's position in the global energy landscape. It sparked groundbreaking discussions and partnerships, building upon a strategic roadmap designed to maximize the benefits of the country's oil and gas investments for both the public and private sectors.

Looking ahead to NOGC 2025, stakeholders are encouraged to build upon the insights gained and continue working towards an inclusive oil and gas industry that benefits all Namibians. This includes advancing local content policies, enhancing educational and training programs, and creating pathways for SMEs to participate meaningfully in the sector.

By fostering a collaborative approach that embraces both international partnerships and local empowerment, Namibia can position itself to harness its natural resources for the prosperity of its people, setting a new standard for inclusive and sustainable resource development in Africa.

The next conference, scheduled for August 19-22, 2025, promises to be an even more robust platform for industry leaders, local and international investors, and policymakers to explore the future of Namibia's energy sector. Hosted by the Economic Association of Namibia (EAN), the 2025 conference will feature an expanded program of strategic discussions, expert panels, and valuable networking opportunities.

We look forward to welcoming you to NOGC 2025, where together we will continue to shape the future of Namibia's oil and gas industry.





TOWARDS A PROSPEROUS
INDUSTRY TO POWER NAMIBIA'S
SUSTAINABLE FUTURE





SESSION SUMMARIES

PRE-EVENT MASTERCLASSES | 20 AUGUST 2024

The masterclasses offered insights into the oil and gas industry through global and regional case studies, focusing on best practices and capacity-building. They aimed to explore investment opportunities in Namibia's oil and gas sector while providing a networking platform for industry peers. Speakers led discussions on key topics, including “Technical Requirements to Unleash Namibia’s Potential” and “Building Partnerships and Capacity,” aligning with the conference’s theme, “The Next Steps Towards a Prosperous Oil and Gas Industry to Power Namibia’s Sustainable Future.”

THEME A: TECHNICAL REQUIREMENTS TO UNLEASH NAMIBIA’S POTENTIAL

SESSION 1 / THEME A (A1):

ONSHORE AND OFFSHORE APPRAISAL AND DEVELOPMENT

The first session, moderated by Tony Paul, an Independent Consultant in Energy Strategy, focused on appraising and developing Namibia’s onshore and offshore resources. Drawing on Trinidad and Tobago’s oil and gas experience, Mr Paul outlined valuable lessons for Namibia, particularly in generating in-country revenue and creating opportunities. He emphasised the need for a comprehensive revenue model across the value chain to ensure that Namibia’s oil discoveries benefit all stakeholders.



SETTING THE SCENE: Key Lessons of Environmental Permitting (Ms Sue Reuther, Energy Sector Lead, SLR Consulting, South Africa)

Ms Ruether from SLR Consulting, a Cape Town-based firm specialising in sustainability, gave a presentation on the environmental permitting process for oil and gas exploration in Namibia. She discussed the importance of carefully considering the country’s delicate ecosystem and outlined the need for a thorough Environmental and Social Impact Assessment (ESIA), which typically takes 8 to 14 months. Ms Ruether stressed the need for careful planning, early collaboration with authorities, and transparent communication to avoid delays and ensure project acceptance.

Ms Reuther also addressed Namibia’s unique challenges in its emerging oil and gas sector, including international environmental scrutiny and the need for clear communication on decarbonisation efforts. She noted the socio-economic sensitivities, particularly concerning the fisheries sector, and the importance of managing expectations about local economic benefits. Ms Reuther advised providing factual explanations, avoiding overpromises, and ensuring the ESIA process can withstand future scrutiny.



Croatian Insights into Oil & Gas Pipeline Construction and Maintenance: Key Points and Specifics (Mr Dubravko Kamenečki, CEO, Feromihin, Croatia Mr Vedran Prica, Head of Commercial Operations, Feromihin, Croatia)

Mr Prica from Feromihin, a Croatia-based company specialising in oil and gas pipeline maintenance, shared insights into pipeline construction and maintenance, recommending a multidisciplinary approach to problem-solving in all stages of project development. Using his experience, he highlighted how Feromihin’s methods could serve as a valuable benchmark for Namibia, suggesting effective ways to transport oil and gas and exploring potential partnership opportunities in the sector.

Croatia's success in meeting over 80% of its domestic gas needs was driven by a strong oil and gas exploration industry and a well-developed pipeline infrastructure. As Croatia's own resources began to deplete, its pipeline networks were repurposed for transporting natural gas from alternative sources, ensuring continued industry stability. Mr Prica noted that energy infrastructure is crucial for the growth and sustainability of any community, offering a key takeaway for Namibia in their development of similar projects.



Standards and Certification for Oil and Gas Developments (Dr Eino Mvula, Chief Executive Officer, Namibian Standards Institute)

Dr. Eino Mvula and his team from the Namibian Standards Institute (NSI) discussed how the oil and gas sector can benefit from their services, including testing for certifications, promoting standards, and offering training. With offices in Windhoek, Walvis Bay, and Lüderitz, the NSI supports industry growth through its mandate under the Standards Act 18 of 2005, focusing on standards development, regulatory services, and commercial services.

Dr. Mvula explained the importance of standards and certification in the oil and gas industry, particularly in areas like regulatory frameworks, health and safety, and compliance audits. He highlighted the NSI's alignment with international standards from organisations like ISO, API, and IOGP, stressing that adherence to these standards ensures safety, compliance, and improved industry performance.

SESSION 1 / THEME A (A1): Q&A OVERVIEW

Dr. Mvula from the Namibian Standards Institute (NSI) discussed the challenges local companies face when their goods and services don't meet international standards. While the NSI is focused on specific product lines to help Namibian products access international markets, it supports local companies through services to bridge these gaps, with certification taking 6 to 12 months depending on scope and customisation.

Croatian delegates Mr Kamenečki and Mr Prica highlighted the benefits of collaboration between Feromihin and Namibian companies in pipeline construction and equipment servicing, emphasising their commitment to hiring locals. They also confirmed their infrastructure can transport both natural gas and green hydrogen, offering opportunities for Namibia's oil and gas sector.

Ms Reuther pointed out that the oil and gas construction, commissioning, and maintenance sectors could create significant employment and contracting opportunities. On environmental matters, she explained that ESIA's in Namibia are transparent, with clear communication to local communities, though informed consent isn't legally required. She also noted that cultural concerns about heritage are important in discussions. Dr. Mvula added that the NSI is developing oil and gas industry standards to facilitate faster progress as the sector grows.

SESSION 2 / THEME A (A2):

DRILLING AND SERVICING



The second session under Theme A was moderated by Elizabeth Rogo, Engineer and Founder/CEO of Tsavo Oilfield Services in Kenya. This session focused on drilling and servicing, highlighting key topics in oil and gas technology and innovation.

Oil and Gas Technology and Innovation (Mr Arthur Ename, Vice President, Africa, NOV, France)

Mr Ename touched on innovation and technology in the oil and gas sector. He identified five key advancements in drilling: horizontal drilling, seismic imaging, big data analytics, robotics, and remote sensing. At NOV, a company specialising in oilfield equipment, technologies, and expertise, Mr Ename stated their proactive approach to addressing customer needs through business innovation and exceptional service delivery. He encouraged Namibia to explore cutting-edge technologies tailored for specific operational challenges.

Mr Ename discussed the unique difficulties faced in the Namibian context, such as harsh environmental conditions, the north-flowing Benguela current, and ultra-deep-water challenges, all of which require robust vessel support. He underscored that NOV offers highly efficient technologies to navigate these challenges.



Drilling, Completions and Wellbore Integrity: Past Drilling Activities and Lessons Learnt (Mr Johnathan Shows, Operations Manager, Northern Ocean, USA)

Mr Shows represented Northern Ocean, an international drilling contractor that specialises in high-specification offshore drilling units designed for harsh environments. He shared valuable insights from their past drilling activities in Namibia, spotlighting key lessons learnt throughout the process. He discussed operational challenges encountered, particularly in the unforgiving Namibian environment, and the steps taken to address these issues. One notable hiccup was the lack of flights to Namibia, identifying a transport sector area for improvement.

As the drilling industry is relatively new in Namibia, training qualified individuals poses a challenge. Mr Shows noted that operational lessons must be tailored to the Namibian context, requiring innovation and strategic adjustments for effective problem-solving. He stressed the importance of having the right tools and rigs to navigate these challenges, which necessitates thorough analysis, modelling, and simulation to assess conditions and develop appropriate solutions.



Building Cross-Border Partnerships to Increase Productivity and Services (Ms Elizabeth Rogo, Engineer and Founder/CEO, Tsavo Oilfield Services, Kenya)

Ms Rogo provided valuable insights into the Small to Medium Enterprises (SME) sector and the role of strategic partnerships in Namibia's growing oil and gas industry. Key areas for potential partnerships include health and safety, environmental concerns, and logistics, with an emphasis on understanding the tendering process and securing reliable logistics providers. Ms Rogo stressed the importance of adding value, offering training to develop a skilled workforce, and providing internship programs to educate young Africans.

For SMEs and newcomers to the industry, Ms Rogo shared essential advice, including the importance of understanding customer needs, offering genuine value as local partners, and striving for win-win outcomes in partnerships. She encouraged clear goal-setting, mutual respect, and smart financing strategies, and the importance of building strong relationships with lawyers and bankers. Ms Rogo also highlighted the need for technical and commercial savvy, resilience, and mentorship for the younger generation to foster future growth in the industry.

SESSION 2 / THEME A (A2): Q&A OVERVIEW

During the Q&A, Mr Ename explained that the company stands out by being both a manufacturer and supplier of technology and equipment, strengthening its competitive global position. Regarding Namibia's unemployment

and industrialisation, he highlighted NOV's commitment to local content policies, supporting local companies, and providing training for local personnel, both locally and internationally. NOV also focuses on local manufacturing to stimulate the economy alongside its expansion.

Mr Shows discussed the company's services, including subcontracting opportunities, and how smaller companies can partner with Northern Ocean, noting the Nigerian local content board's guidelines that simplify oil contract expectations. He also noted Northern Ocean's commitment to providing global training, including in Namibia, and compared Namibia's drilling environment to Nigeria and Norway, describing it as "part-time harsh", which impacts profitability less than Norway's weather.

Lastly, Ms Rogo, stressed the importance of market dynamics and having a skilled team to manage multiple projects, relying on project-based consultants and technical partners to alleviate the workload.

SESSION 3 / THEME A (A3):

SUBSEA, MARINE AND LOGISTIC HUBS

The third and final session under Theme A was moderated by Mr Brian Baker, Principal Surveyor in Charge for Namibia and Angola at ABS Europe Ltd. This session centred on subsea, marine, and logistics hubs.



Production Systems; FPSOs, Platforms, and Vessels (Mr Brian Baker, Principal Surveyor in Charge for Namibia and Angola, ABS Europe Ltd)

Mr Baker from ABS, a global leader in classification and technical advisory services for the marine and offshore industries, outlined the company's offerings and their presence in Angola. He discussed essential assets in the industry, such as anchor handlers, pipelaying vessels, subsea installation equipment, and workboats. ABS focuses on ensuring the safety of people, assets, and the environment; developing standards for design, construction, and operational maintenance; and FPSO integrity management, including inspections, maintenance, and certification of materials and equipment.

Mr Baker highlighted key areas Namibia's local industry must address to prepare for increasing offshore activities, including approval of welding procedures, qualification of welders, material traceability, and inspection processes. He stressed the importance of developing certification processes for labour and services to support offshore vessels, noting that classification rules require specific certifications to ensure safety. Preparation is essential, as certification timelines can vary, and starting early is crucial to meeting the industry's needs.



Subsea Engineering, Architecture, and Underwater Technologies (Mr Uzodinma Nwankwo, Account Manager in Namibia, Halliburton)

Mr Nwankwo explained Halliburton's footprint in the country, noting that they operate in Windhoek, Swakopmund, Walvis Bay, and Lüderitz to effectively serve their customers.

He stressed Halliburton's commitment to local content, particularly in hiring and knowledge transfer.

The company has partnered with Petrofund Namibia to tap into their extensive database of candidates and advertise open positions in local media, aiming for a 65% diversity and gender balance in hiring.

Mr Nwankwo mentioned that Halliburton has established Memoranda of Understanding (MOUs) with universities and government agencies to enhance training and knowledge transfer. Namibian workers are receiving training in the Gulf of Mexico, Angola, and Nigeria, while strategies for capacity building are underway in Swakopmund and Walvis Bay.

He also described their efforts to improve local sourcing. For example, an Expression of Interest launched in May 2024 attracted an overwhelming response from over 750 local vendors. Halliburton collaborates with the NIPDB to ensure that Namibians benefit from industry developments, with a focus on conducting most service provisions locally.



Logistics, Shipping, Bunkering, and Port Infrastructure (Mr Elzevir Gelderbloem, Executive Port Engineering at Namport, Namibia Ports Authority)

Mr Elzevir Gelderbloem discussed Namibia’s ongoing port expansions and future plans to support the country’s deep-water oil fields, emphasising the need for supply bases within Namibia. He noted the need for specialised, experienced operators to manage these facilities and the necessity for Namibian ports to enhance their capacity to accommodate these services. He detailed the short-term, five-year plan for the oil and gas supply base at the Port of Walvis Bay South Port, as well as the medium-term plans for the Port of Lüderitz, including the first phase of the Robert Harbour Quay wall expansion.

Mr Gelderbloem assured that Namport will allocate land for oil and gas operations, with plans for a large operator to develop and manage the Robert Harbour supply base. He noted the inclusion of strict local content requirements in tenders to ensure Namibians benefit from these developments. Additionally, he outlined that Lüderitz should develop in partnership with local contractors to build housing and accommodation for the tourism and hospitality sectors, with Robert Harbour expected to become the main supply base for the oil and gas industry.

Connecting Onshore and Offshore (Mr Elton Katangolo, General Manager: Sales and CRM (Commercial), MTC Namibia)

Mr Elton Katangolo discussed the digital potential within Namibia’s oil and gas and tourism industries and explained that MTC is well-equipped to support both sectors. He was joined by a representative from Aviat, a Texas-based telecommunications company specialising in 5G wireless backhaul, LTE/5G access, public safety networks, and long-haul backbone solutions. Together, MTC and Aviat have formed a partnership to enhance service provisions in Namibia, offering reliable and secure wireless connectivity to oil and gas industry stakeholders.

Aviat, with 75 years of experience, brings a strong value proposition to Namibia, including absolute reliability, military-grade security, high capacity, scalability, versatile connectivity options, remote management, and cost-effective solutions. This collaboration aims to provide both the oil and gas and tourism industries with cutting-edge technology, robust connectivity solutions, and enhanced operational efficiency, supporting the growth of these sectors with integrated digital architecture and advanced management systems.

SESSION 3 / THEME A (A3): Q&A OVERVIEW

In the Q&A session, Mr Nwankwo explained that while the land is owned by Namport, Halliburton owns the assets within the leased building. When asked about how Halliburton regulates its suppliers, Mr Nwankwo detailed their internal selection process, which includes background checks from the procurement and logistics team. He also noted that Halliburton currently has 60 suppliers on its database but expects to expand this list as operations in Namibia grow, with an open call for applications when the opportunity arises.

Regarding land provision at Namport, Mr Elzevir Gelderbloem clarified that Namport operates on a first-come, first-served basis for land applications, with a long waiting list in place. He mentioned that expansion and the establishment of a single umbrella operator could help manage this issue. Additionally, Mr Gelderbloem highlighted that Namport's expansion efforts include the development of a dry port, which will facilitate cargo movement to and from Zambia, Zimbabwe, and Botswana—landlocked countries that rely heavily on Namibia's ports, underscoring the importance of maintaining strong regional relationships.

THEME B: BUILDING PARTNERSHIPS AND CAPACITY

SESSION 1 / THEME B (B1):

OPERATOR'S ROLES IN NAMIBIA AND THEIR REQUIREMENTS TO DEVELOP NAMIBIA'S ENERGY POTENTIAL

The first session under Theme B examined how to conduct business in Namibia, highlighting the country's unique dynamics and opportunities. It was moderated by Mr Hafeni Motsi, Senior Energy Investment Analyst at the NIPDB.



Best Practice Solutions (Mr Ranti Omole, Chairman, Radial Circle; Past Vice Chairman, PETAN, Nigeria)

Mr Omole highlighted the significant opportunities in Africa's gas sector as well as the importance of local content for the effective operation of the oil and gas industry. Drawing from his extensive experience, he identified four key stakeholders essential for the industry's success: the Namibian government, regulatory bodies, local industry participants, and multi-service national companies or EPC contractors. He urged local service providers to build confidence, invest in their capabilities, and maintain high safety standards to ensure effective and reliable solutions.

Mr Omole also addressed challenges such as bureaucratic obstacles, including visas and work permits, which hinder collaboration across African countries. He suggested that Namibia consider adopting policies similar to those in Uganda and Mozambique, allowing workers from other African nations to operate without permits. Furthermore, he encouraged local service providers to seize opportunities, invest in training engineers, and maintain quality standards to foster growth and success in Namibia's oil and gas sector.



Fostering Entrepreneurial Growth and Developing SMEs for Employment Opportunities and Service Contracts in the Local Community Supply Chain (Mr Franco Labuschagne, Head of Lending Operations, FNB Namibia; Ms Angelique Peake, Head: Oil & Gas, Energy and Resources, Rand Merchant Bank Namibia)

Ms Peake stressed the importance of developing local entrepreneurs, SMEs, and supply chains to create employment opportunities and fulfil service contracts for international oil companies (IOCs) in Namibia. She highlighted the business case for local content, stressing that building local capacity is crucial for long-term sustainability. While the bank is eager to partner with those who can deliver quality services, Ms Peake noted that the current lack of acceleration in local content development is primarily due to a skills gap.

To address this, she identified the need for improved education, skills, and certification, particularly in deep technical fields that take years to develop. She also pointed out the importance of expanding skills in manufacturing, logistics, and mining to support the oil and gas sector. Drawing on partnerships in London, Mozambique, and sub-Saharan

Africa, Ms Peake called for a focused effort on education and skill-building to help Namibia reach its potential in the oil and gas industry, concluding with the belief that the more the country learns, the more it can achieve.



Capacitating SMEs in the Oil & Gas Sector (Mr Precious Ehihamen, Head of Research and Intelligence, Moneda Invest, Nigeria)

Mr Ehihamen presented a study on empowering SMEs to support the oil and gas sector, noting the challenge of retaining value from oil extraction in local economies. He explained that while refining adds up to 25% value, SMEs can contribute by supplying services throughout the value chain without owning oil blocks. He stressed the importance of understanding construction contract requirements, advocating for mutually beneficial partnerships, and using Nigeria's success as an example of effective collaboration and skills transfer.

Key takeaways included the need for better access to funding, removing collateral requirements for SMEs, and improving training, especially in transferring skills from mining to oil and gas. He also called for policies like local content legislation to encourage SME participation, along with developing infrastructure such as ports, fostering continental partnerships, and attending networking events to discover opportunities.

SESSION 1 / THEME B (B1): Q&A OVERVIEW

Mr Omole highlighted the need for local content providers to focus on quality, profitability, and corporate social investment (CSI), noting that working with local companies is often more cost-effective than relying on distant ones. He also highlighted the need for local companies to acquire the necessary facilities and certifications and to network with experienced partners to foster successful local partnerships.

Ms Peake discussed the challenges SMEs face in securing funding, attributing it to a lack of sufficient collateral, and recommended that banks should not over-securitise loans. She also mentioned that each loan application is assessed on its own merits, with banks evaluating risk levels to determine eligibility. Mr Ehihamen shared that they are exploring transactional equity as a potential funding structure and stressed the importance of following the Nigerian Content Plan, which is reviewed every two years to ensure effective implementation of local supply chain management. Additionally, he confirmed that invoice discounts are available, but only under valid criteria.



SESSION 2 / THEME B (B2):

HOW TO DO BUSINESS IN NAMIBIA – UNDERSTANDING THE DYNAMICS AND OPPORTUNITIES

The second session under Theme B, moderated by Mr Hafeni Motsi and Ms Ndapewa Hangula, focused on building long-term, sustainable partnerships within Namibia's oil and gas sector. Ms Margrethe Gustavo, Executive Director of Strategy and Branding at the NIPDB, introduced the organisation's role in attracting investment to Namibia, highlighting the country's early stages in developing legal frameworks. She pointed out the gaps in the oil and gas sector and mentioned the NIPDB's initiatives, such as the Ease of Doing Business Forum Committee and a Migration Bill, to create a more investor-friendly environment. Ms Gustavo emphasised the NIPDB's efforts to streamline processes and improve investor experiences, with many investors awaiting the finalisation of the migration bill.





Ms Jessica Hauuanga, Head of Investor Experience at NIPDB, discussed the services available to investors, including a one-stop physical centre, facilitation services, and aftercare support. She stressed the importance of ensuring investor satisfaction to foster long-term relationships while also highlighting the challenge of reaching all potential investors. Ms Muetudhana, Executive for Talent, Innovation, and Productivity, shared NIPDB's five-year strategic plan, identifying opportunities for MSMEs in areas like supply chain management, technical services, and local content development. Ms Hangula concluded the session by addressing the challenge of inclusive prosperity, emphasising NIPDB's efforts to diversify Namibia's economy and collaborate across sectors to support sustainable growth. The session underlined the need for partnerships to ensure the growth and integration of local businesses into the oil and gas industry.



NAMCOR's Main Shareholders, Partnerships and Exploration License Processes (Mrs Victoria Sibeya, Executive for Upstream Exploration, NAMCOR)



Ms Sibeya provided insights into NAMCOR's role in Namibia's oil and gas sector, highlighting that it is wholly government-owned and plays a central role in the exploration license process. She explained that NAMCOR offers both technical expertise and strategic advice to joint venture partners, ensuring alignment with Joint Operating Agreements (JOA) and Participation Agreements (PA). As a key intermediary between the government and international oil companies (IOCs), NAMCOR helps optimise the development of hydrocarbon projects in compliance with legal frameworks.

NAMCOR has been involved in multiple exploration licensing rounds, including those in 2003, 2007, 2010, and 2017, and is currently operating under four licenses. Additionally, Mrs. Sibeya discussed NAMCOR's partnership with the University of Namibia, which provides support to students pursuing careers in the oil and gas sector through research assistance, funding, and internship opportunities.

SESSION 2 / THEME B (B2): Q&A OVERVIEW

The NIPDB representatives clarified that to be recognised as an investor, registration with the NIPDB is required, with MSMEs needing to register to access the organisation's services. Concerns were raised about whether Namibia's efforts to accommodate investors might create unnecessary bottlenecks, but the NIPDB assured delegates that its services are designed to support both local and foreign investors, creating opportunities for Namibians to leverage their potential. Some delegates, however, expressed concerns that the NIPDB has not done enough for local companies and advocated for equal recognition of Namibian SMEs alongside foreign investors.

Regarding carbon reduction, Ms Sibeya from NAMCOR mentioned that the company is currently evaluating timelines for carbon reduction plans, with targets expected in Q3 or Q4. She emphasised that Namibia prohibits flaring during production, and the responsible committee is actively working on addressing this issue. However, there is no formal program for carbon emissions at present, as Namibia is aligning with carbon neutrality goals. Ms Sibeya also recommended encouraging Namibian companies to secure a percentage of the revenue from the industry and develop their capacity to ensure they benefit from its growth.

SESSION 3 / THEME B (B3):

PEOPLE, TALENT, AND LOCAL CONTENT: UNPACK THE VALUE CHAINS AND TYPES OF SERVICES, HOW TO PREPARE THE SMES

The third and final session under Theme B was moderated by Dr Riverson Oppong, CEO of Oil Marketing Companies and Africa Director of the Society of Petroleum Engineers. This session addressed strategies for leading and participating in cross-border development and implementation initiatives.



Regional Development Initiatives (Ms Carla Jardim, Business Development Manager, and Mr Alfredo Fortunato, Managing Director, Certex Angola)

Ms Jardim from Certex, which supports the oil and gas industry both onshore and offshore in Angola, underscored the importance of cross-border development and implementation initiatives. She highlighted the bureaucratic challenges and costs associated with cross-border imports and stressed the need to address issues impacting the oil and gas sector while actively consulting and collaborating with local stakeholders. The objective, she noted, was to encourage brainstorming and collaboration among nations to share ideas, identify barriers, and ultimately develop effective solutions to the challenges faced. Some of the key issues Ms Jardim raised:

1. Resource Sharing:

- A critical need for resource sharing during the development phase.
- Leveraging high-cost assets and inventory could enhance the agility of local players and boost continental competitiveness.
- African leaders must prioritise capacity building, as equipping local communities with essential skills is the most valuable investment a country can make.

2. Challenges:

- Import and export hurdles
- Cultural challenges
- Logistical issues, particularly related to transportation
- Bureaucratic obstacles, all of which contribute to increased costs.



Navigating the Wave: Private Sector Anticipation and Adaptation Strategies for Local Content Policies in Emerging Oil Economies (Mr Ibrahim Aminu, Senior Capacity Building Expert, CLC Solution, Ghana)

Mr Aminu advised that Namibia should draw insights from nations with more advanced oil sectors to avoid repeating past mistakes. A key issue he raised was capacity building, urging African leaders to focus on developing both skills and access to funding and resources. He stressed that failing to build capacity could lead to security concerns as jobs are created. Mr Aminu outlined strategies to establish the right standards, advocating for Africa to uphold international standards rather than diluting them to fit local contexts and encouraging greater collaboration among African nations.

In his key takeaways, Mr Aminu highlighted the need for centralised funding to support African SMEs and shared successful strategies from Ghana that could be adapted by Namibia. These included prioritising local companies, forming joint ventures, and engaging in international collaborations. He concluded by stressing the need to develop local talent and leverage resources through public-private partnerships to drive sustainable development in Namibia's oil and gas sector.



Promoting Inclusivity in Namibia’s Oil and Gas Sector: Learning from African Experiences to Address Socio-Economic Inequalities and Drive Sustainable Development (Prof. Jacobs Sihela, Lecturer, International University of Management’s Graduate School of Business)

During his presentation, Prof. Sihela discussed strategies for promoting inclusivity in Namibia’s oil and gas sector, drawing insights from various African experiences to address socio-economic inequalities and drive sustainable development. He stated that Namibia can learn from the experiences—both positive and negative—of countries like Angola, Nigeria, Ghana, and Mozambique, which have a longer history in the oil and gas industry.

Approaching the topic from a theoretical perspective, he outlined several challenges Namibia faces, including:

- High levels of corruption
- Lack of capacity
- Insufficient inclusivity and significant income inequality

Despite these challenges, Namibia also boasts strengths such as political stability and abundant natural resources. He stressed the importance of learning from the successes and failures of other nations like Nigeria and Uganda to effectively develop and sustain its oil and gas industry.



How Do You Attract and Develop Human Capital Whilst Creating an Enabling Environment for Young People to Join your Business? (Dr Riverson Oppong, CEO of Oil Marketing Companies and Africa Director of the Society of Petroleum Engineers, Ghana)

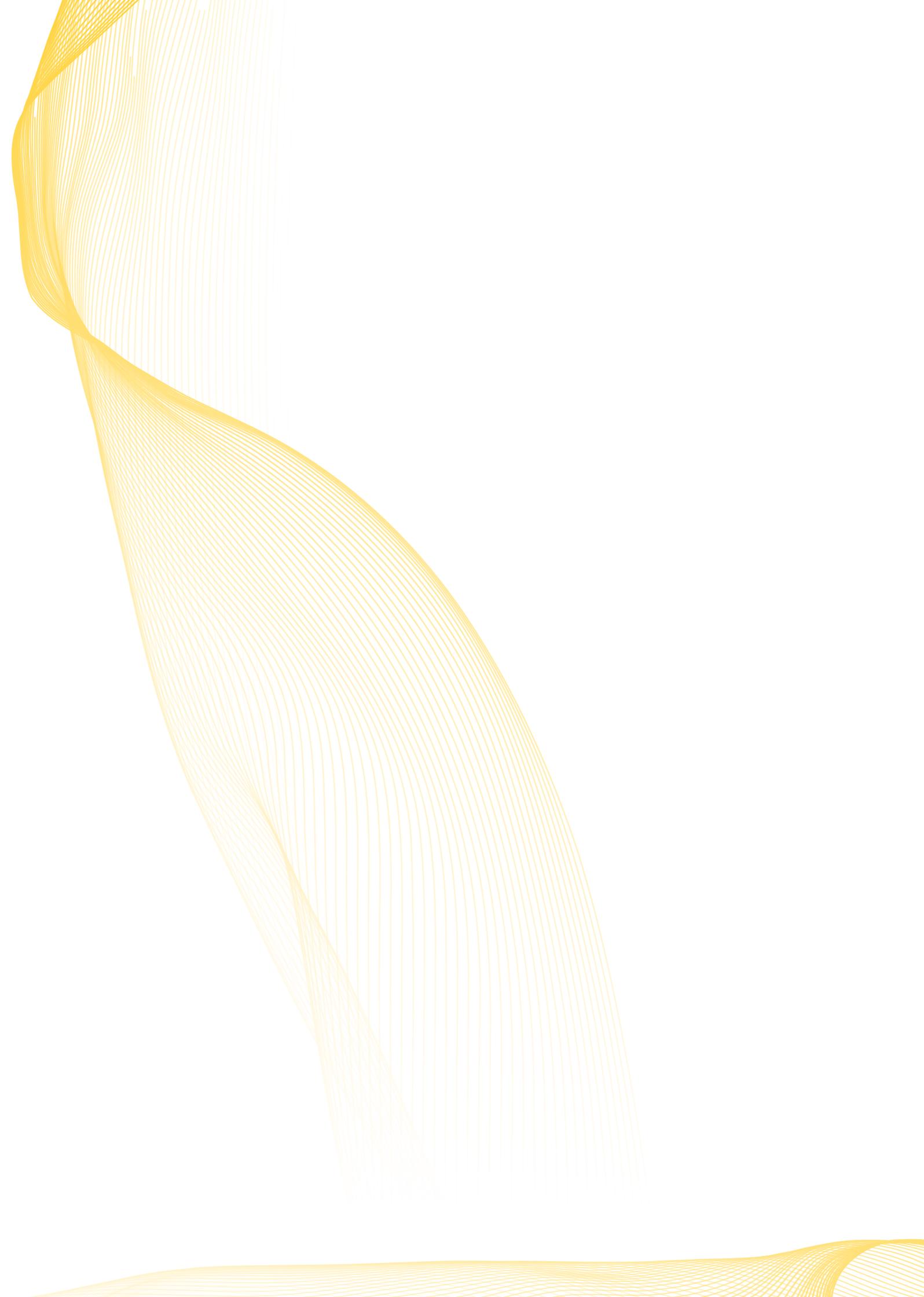
Dr Oppong wrapped up the session by discussing strategies for attracting and developing human capital, highlighting the importance of creating environments that retain young professionals. He pointed out that many of Africa’s top graduates are not pursuing careers in critical fields such as engineering and oil and gas.

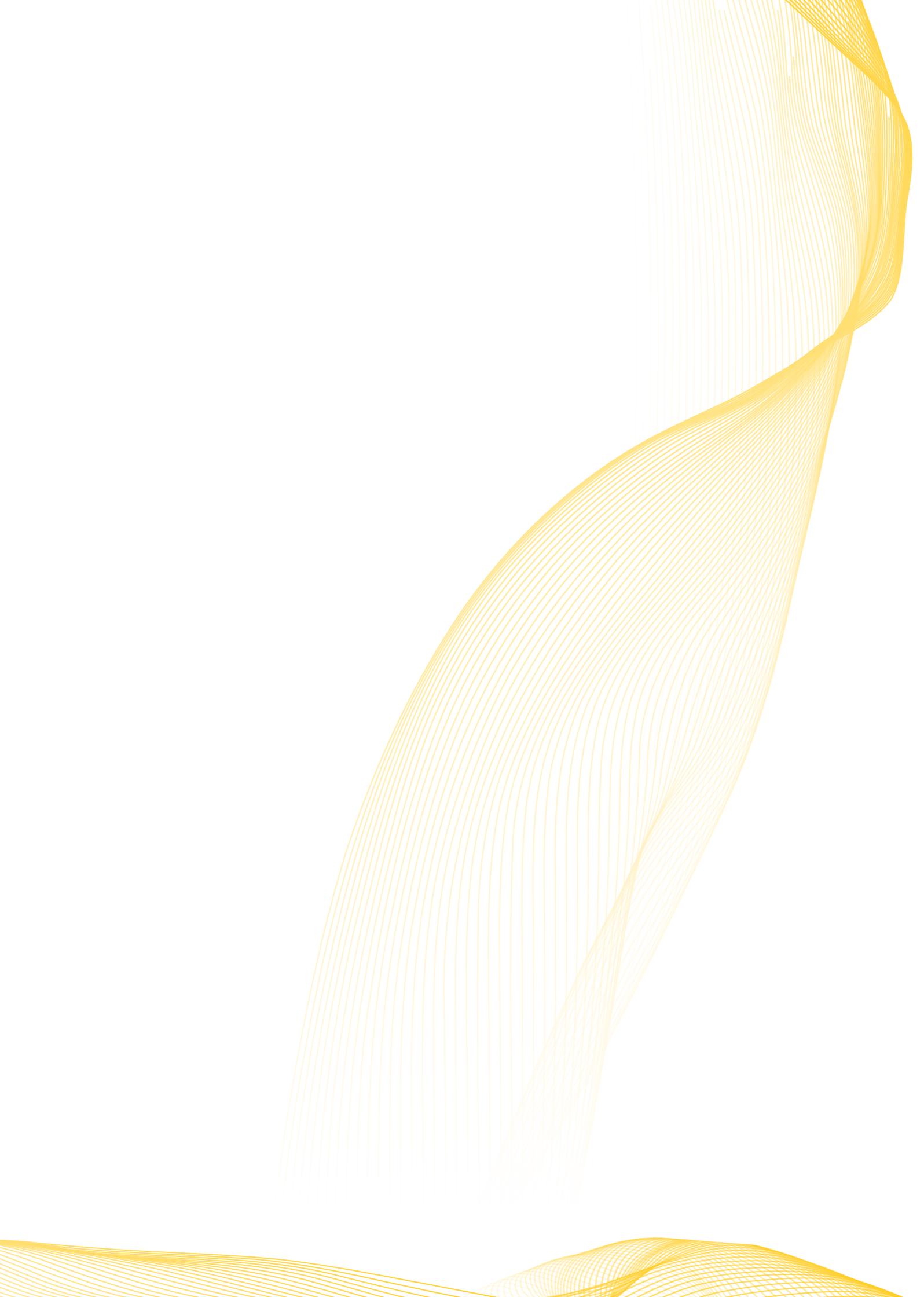
He urged young people to invest in their communities rather than seeking opportunities abroad, adding that the responsibility for fostering local development lies with the people of Africa themselves. Dr Oppong’s call to action encouraged a renewed focus on nurturing talent within the continent to drive sustainable growth.

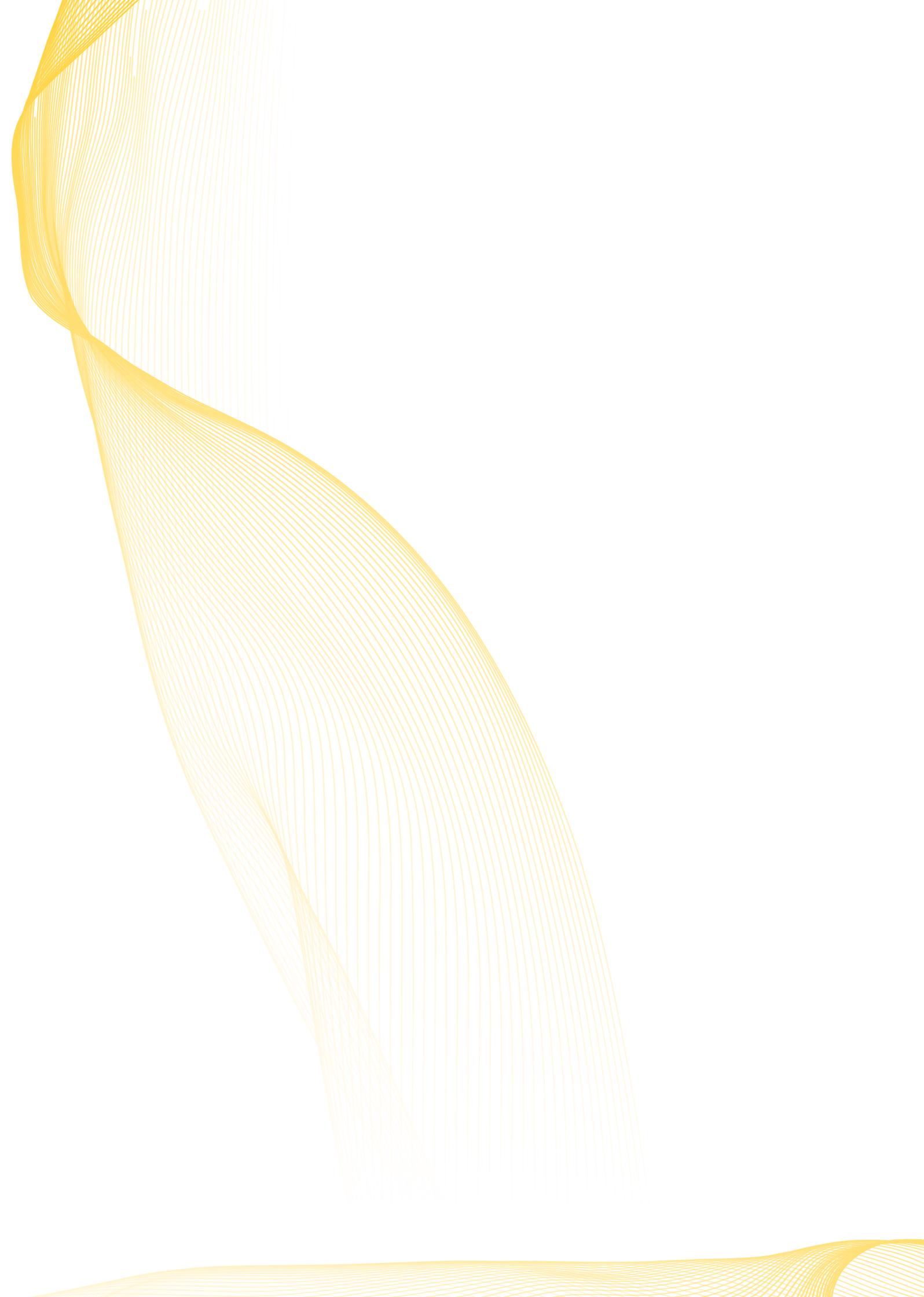
SESSION 3 / THEME B (B3): Q&A OVERVIEW

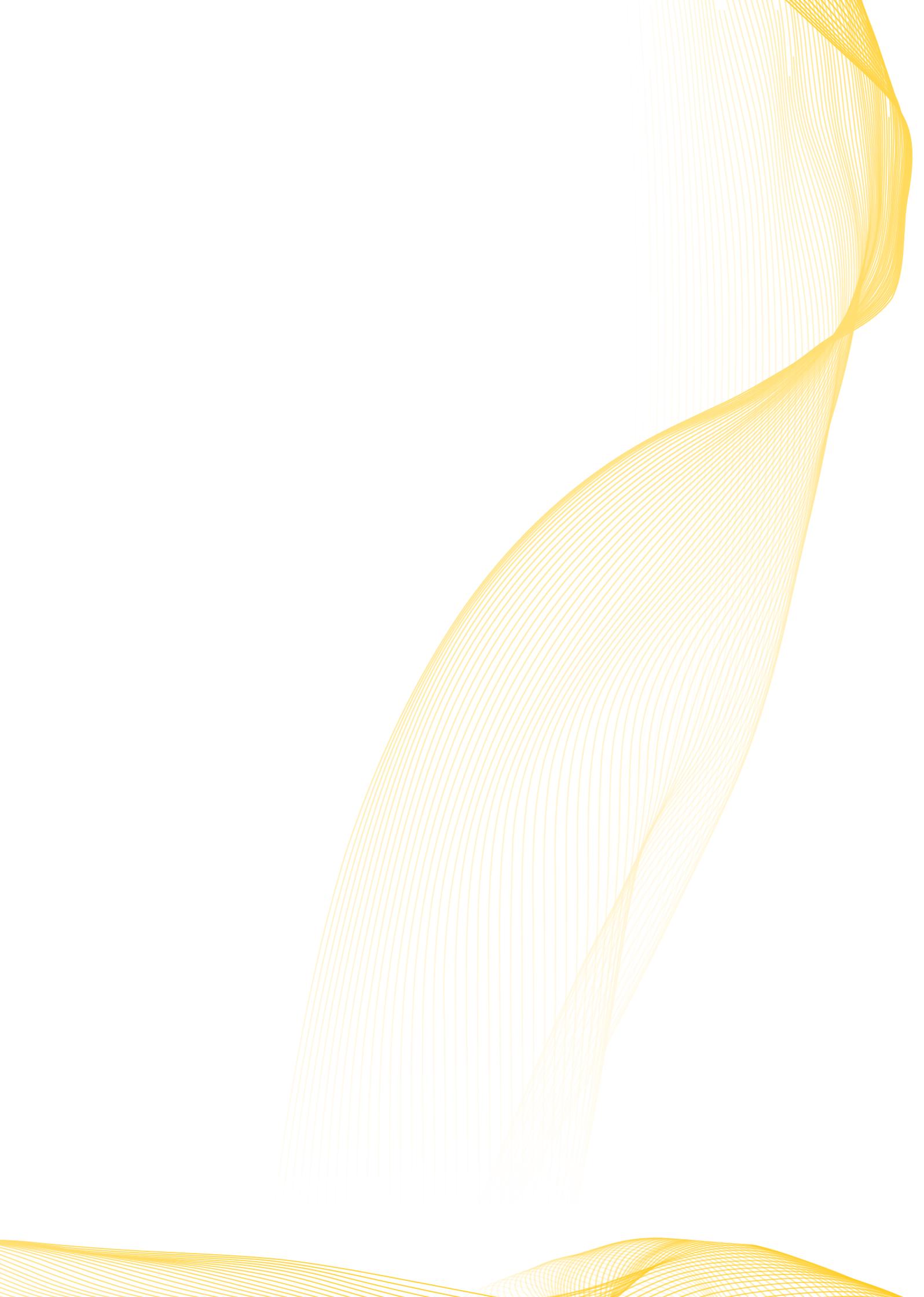
Mr Fortunato highlighted the critical skill gaps among Namibia’s youth, specifically in engineering, mathematics, and science. He discussed the importance of apprenticeship programs to cultivate these skills, which are currently filled by expatriates with decades of experience. He urged Namibia to prioritise teaching these subjects in high schools to ensure a well-equipped workforce for the future.

Prof. Jacobs Sihela added that it is essential to include local communities in the conversation about the oil sector and make information accessible to them. He pointed out that despite years of oil production, there may be no visible change in the economy unless efforts are made to actively foster inclusivity. He stressed the need for collaboration between public and private sectors to ensure ordinary citizens can access crucial information, noting that the government must take deliberate steps to engage the public in these discussions.











Namibia

Oil and Gas Conference

2024

economic
association
of namibia



Contact Details

T: +264 61 244 300
E: info@ean.org.na

70-72 Dr. Frans Indongo Street
PO Box 6148
Windhoek, Namibia