REPUBLIC OF NAMIBIA · OFFICE OF THE GOVERNOR · OHANGWENA REGION

Expression of Interest: Eligibility Criteria

Call for Investment Partners in Agriculture, Manufacturing, Healthcare, Tourism and Creative Industries · Notice Ref: OHRC-EOI-2026/01

This document sets out who may apply under the Ohangwena Region Expression of Interest (EOI), the conditions of participation, and what the Technical Committee checks before a submission is passed to evaluation. It forms part of the investor downloadable pack and should be read together with the full EOI notice, which remains the authoritative document. Where this document and the notice differ, the notice prevails.

1. Who may apply

Eight categories of partner may apply, each with a distinct role in the financing and delivery of anchor projects. Applicants are not limited to the anchor projects listed in the notice: proposals are welcome provided they fall within one of the five priority sectors and support the region's strategic objectives.

Category	Who may apply
Namibian SMEs and entrepreneurs	Namibian-owned businesses establishing or scaling operations in Ohangwena. Eligible for local procurement preference and NIPDB support.
Domestic institutional investors	DBN, commercial banks (Bank Windhoek, FNB, Nedbank, Standard Bank), GIPF (via asset managers), Agribank, pension funds and insurers.
National development finance institutions	Development Bank of Namibia, Agricultural Bank of Namibia, Environmental Investment Fund.
SADC regional businesses	Companies based in SADC member states with capabilities in agro-processing, healthcare, logistics, tourism or manufacturing.
International private investors	Foreign direct investors, institutional funds, private equity firms and family offices seeking frontier-market, ESG-aligned opportunities.
Technical assistance providers	Consulting firms, NGOs, universities and research institutions offering feasibility, capacity-building or technology solutions.
Community-based organisations	Registered CBOs and conservancies, for public-private-community partnership (PPCP) investment models in tourism, agriculture and the creative sectors.
State-owned enterprises and public entities	May be admitted as lead or consortium member, subject to additional information confirming there is no conflict of interest with project stakeholders or beneficiaries. Where a potential conflict is identified, the Office of the Governor may exclude the EOI prior to evaluation.

Namibian participation strengthens a submission but is not a condition of applying: Namibian content is a scored criterion (12%), not an eligibility requirement.

2. Conditions of participation

2.1 Language and measurement

Submissions, including all attachments and supporting documentation, must be in English, with measurements in metric (SI) units.

2.2 Consortia and joint ventures

Applicants may respond individually or as part of a consortium or joint venture. A single lead entity must be nominated and consortium letters provided with the submission. Should the process advance to an Investment Facilitation Agreement, the Office of the Governor intends to contract with a single legal entity or a clearly defined consortium structure.

2.3 Costs

Participation in any stage of the EOI process is at the applicant's sole risk, cost and expense. The Office of the Governor does not reimburse costs incurred in preparing or lodging an EOI or in taking part in any follow-on stage. The templates provided are designed to keep preparation costs low: specialist advisors are not required in order to apply.

2.4 Errors of form

Where the Technical Committee considers that an EOI contains an unintentional error of form, it may ask the applicant to correct or clarify the error, but no material alteration or addition to the substance of the EOI is permitted.

2.5 No canvassing

Evaluation is confidential. Applicants must not make direct contact with any member of the Technical Committee, a Sectoral Working Group or the Regional Investment Committee regarding the evaluation of their submission. Such contact may be treated as a breach of process and may result in exclusion. All enquiries should go through the EOI administration contact below.

3. How eligibility is assessed

Assessment is a two-stage process. The Technical Committee first conducts an eligibility and completeness screening of each submission: it confirms that the applicant falls within an eligible partner category, that the proposal sits within one of the five priority sectors, and that all six required components are present. Compliant submissions are then routed to the relevant Sectoral Working Group for scoring against six published, weighted criteria: technical capability (25%), financial capacity (20%), development impact (20%), ESG commitment (15%), Namibian content (12%) and innovation (8%). A minimum score of 60% is required to be shortlisted for consideration by the Regional Investment Committee.

What a complete submission contains

Component	What the Technical Committee looks for
1. Organisational profile	Corporate structure, ownership and beneficial owners, registration documentation, organisational chart, and CVs of key personnel proposed for the engagement.
2. Technical and financial concept note	Project description, technical approach, indicative deal size, target sector and location, proposed partnership model, implementation timeline, and expected employment and economic impact.
3. Partnership model preference	PPP, joint venture, public-private-community partnership, private investment, foreign direct investment, or technical assistance.
4. ESG declaration	Environmental management practices, labour standards, community engagement approaches, and anti-corruption policies.
5. Financial capacity evidence	Audited financial statements for the most recent three financial years, management accounts, bank reference letters, or an explanatory

Component	What the Technical Committee looks for
	statement where audited statements are unavailable (for example, early-stage ventures and CBOs).
6. Contact details	Nominated representatives for all subsequent engagement: name, title, email, telephone and physical address.

4. Eligibility self-assessment

Before submitting, applicants are encouraged to confirm each of the following:

☐ Our organisation falls within one of the eight eligible partner categories above.

☐ Our proposal falls within one of the five priority sectors: agriculture, manufacturing, healthcare, tourism or the creative industries.

☐ If applying as a consortium or joint venture: a single lead entity has been nominated and consortium letters are attached.

☐ The submission and all attachments are in English, with metric units.

☐ All six required components are included, using the templates provided in the notice (Attachments 1 to 7).

☐ Audited financial statements for the most recent three financial years are attached, or an explanatory statement where these are unavailable.

☐ All personnel nominated in the submission have confirmed their availability.

☐ We accept that participation is at our own risk, cost and expense.

☐ For state-owned enterprises and public entities: information confirming the absence of any conflict of interest is included.

☐ The sector applied for is stated in the email subject line.

Key dates and lodgement

EOI launch	11 August 2026
Submission deadline	23 September 2026, then rolling annual cycles: late applicants move into the next evaluation cycle
Lodgement	By email to Netumbo.Aukongo@ohangwenaog.gov.na, copying governor@ohangwenaog.gov.na, with the sector applied for stated in the subject line
Enquiries	Ms Netumbo Aukongo, EOI Administration: +264 65 263906

Issued by the Office of the Governor, Ohangwena Region, supported by NIPDB (Promotion Partner), the Development Bank of Namibia (Lead Financing Arranger) and Monasa Advisory & Associates (Transactional Advisor).