REPUBLIC OF NAMIBIA · OFFICE OF THE GOVERNOR · OHANGWENA REGION

Expression of Interest: Frequently Asked Questions

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

This factsheet answers the questions most frequently asked by prospective applicants under the Ohangwena Region Expression of Interest (EOI). It forms part of the investor information pack and should be read together with the full EOI notice, which remains the authoritative document. Where this factsheet and the notice differ, the notice prevails.

1. About this call

1.1. Is this a tender or a procurement process?

No. The notice is explicit on this point: it does not constitute a tender, a procurement process or a binding commitment. No contract exists between the Office of the Governor and any applicant until an Investment Facilitation Agreement (IFA) is signed following due diligence and negotiation.

1.2. What is an EOI for, in practical terms?

An EOI positions your organisation to be considered as an investment partner in one of five priority sectors: agriculture, manufacturing, healthcare, tourism and the creative industries, under the Ohangwena Investor Action Plan 2026 to 2030.

1.3. Does the Office of the Governor provide the financing?

No. The Office of the Governor is the process owner, not the funder. The Development Bank of Namibia participates as Lead Financing Arranger for structuring and co-financing options, and NIPDB provides promotion and investor facilitation. Applicants remain responsible for their own funding proposals, which the process can help structure.

2. Eligibility and participation

2.1. Who is eligible to apply?

Eight categories of partner may apply: Namibian SMEs and entrepreneurs; domestic institutional investors; national development finance institutions; SADC-based businesses; international private investors; technical assistance providers; community-based organisations; and state-owned enterprises, subject to a conflict-of-interest check.

2.2. Must a foreign investor bring a Namibian partner to qualify?

No. Namibian content is a scored criterion, not an eligibility requirement. Partnering with Namibian entities strengthens a submission, but it is not a condition of applying.

2.3. Can organisations apply as a consortium or joint venture?

Yes. A single lead entity must be nominated and consortium letters supplied with the submission. If the process advances to an agreement, the Office intends to contract with one clearly defined legal entity or consortium structure.

2.4. Are applicants limited to the anchor projects listed in the notice?

No. The anchor projects are illustrative. Proposals that go beyond the listed projects are welcomed, provided they fall within one of the five priority sectors and support the region's strategic objectives.

3. Preparing and submitting your EOI

3.1. What does a complete EOI contain?

Six components: an organisational profile; a technical and financial concept note; a partnership-model preference; an ESG declaration; evidence of financial capacity; and contact details. Ready-to-use templates for each component are included in the notice and may be reproduced on your own letterhead.

3.2. Where and how do I submit?

By email to Veronica.Ekandjo@ohangwenaog.gov.na, copying governor@ohangwena.gov.na, with the sector applied for stated in the subject line. All submissions and supporting documents must be in English.

3.3. What is the closing date, and is there any flexibility?

The initial submission window closes on 23 September 2026. Thereafter the process runs on a rolling annual basis: late applicants are not shut out, they simply move into the next evaluation cycle.

3.4. Who carries the cost of preparing a submission?

The applicant, at their own risk and expense. The Office of the Governor does not reimburse costs incurred at any stage of the process. The templates provided are designed to keep preparation costs low; specialist advisors are not required in order to apply.

3.5. Will there be a briefing session for interested parties?

If a briefing session is convened, attendance is optional and is not a precondition for submitting. Registration is via the form in the notice, and dates and format are shared through the same channels used to advertise the EOI.

4. Evaluation and scoring

4.1. Who evaluates submissions, and by what standard?

The Technical Committee screens each submission for eligibility and completeness. The relevant Sectoral Working Group then scores compliant submissions against six published, weighted criteria. A submission needs a minimum score of 60% to be shortlisted for consideration by the Regional Investment Committee.

4.2. What carries the most weight in scoring?

Technical capability carries 25%, followed by financial capacity and development impact at 20% each, ESG commitment at 15%, Namibian content at 12% and innovation at 8%. Development impact and Namibian content together account for 32% of the total: the largest single theme. Applicants should clearly set out expected employment creation, skills transfer, local procurement and Namibian participation.

4.3. Can I contact a committee member to check on progress?

No. Evaluation is confidential. Direct contact with the Technical Committee, a Sectoral Working Group or the Regional Investment Committee about an assessment may be treated as a breach of process and can lead to exclusion. All enquiries should go through the EOI administration contact below.

5. After submission

5.1. What happens if my submission is shortlisted?

Shortlisted submissions move into a due-diligence stage. A Project Information Memorandum with more detailed sector data is issued, and the process advances toward negotiation of a signed Investment Facilitation Agreement.

5.2. Can the Office cancel or change the process midway?

Yes. The Office of the Governor may suspend, defer, alter or terminate the process at any time without liability. Affected applicants would be notified through the contact details supplied in their submissions.

5.3. What law governs the process, and where are disputes resolved?

Namibian law governs the process, including the Companies Act, the Public Procurement Act where applicable, and the Namibia Investment Promotion and Facilitation Act, among others. Disputes fall under the exclusive jurisdiction of the Namibian courts, unless a signed Investment Facilitation Agreement provides otherwise.

Key dates and contacts

EOI launch	11 August 2026
Submission deadline	23 September 2026, then rolling annual cycles
Lodgement	Veronica.Ekandjo@ohangwenaog.gov.na, copying governor@ohangwena.gov.na; sector in the subject line; submissions in English
Enquiries	Mrs Veronica Ekandjo, EOI Administration: +264 65 263906
Also published at	Governor's Portal (www.ohangwena.com.na); DBN; NIPDB; Ohangwena Regional Council; town council offices in Eenhana, Helao Nafidi and Okongo

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).

This factsheet is provided for general guidance only and does not form part of the EOI notice or create any rights or obligations.