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NBL contributes significantly to 'Growth-at-home'**WINDHOEK, 31 JANUARY 2018**

With 'Growth-at-home' and local value add being a serious talk on the lips of Namibian government and the nation at large, some Namibian enterprises show commitment to investing in the local economy. One such establishment is that of Namibia Breweries Limited (NBL) – a subsidiary of the Ohlthaver & List (O&L) Group – that shares in the achievement of one of the latest developments and contribution to local manufacturing in Namibia. Established in 2011, Namibia Plastics will soon open a local manufacturer that will close the gap of an estimated 50% of plastic currently imported from abroad.

CEO and co-founder of Namibia Plastics, Johan Struwig attributes a significant part of the company's success to NBL, saying that after several months of knocking from one door to the other following his decision in 2010 to quit his full-time job as a director of a financial services company, with no success in winning local clients over, NBL was the one company that decided to give Namibia Plastics a chance. Struwig: "Initially, I started from a home based office, making use of a spare room, one cell phone, and a laptop. We struggled for a few months with no orders. The average response in approaching potential clients was always *'let us know when you have Namibian clients on board, then we will buy'*. I told them that our suppliers have big customers in South Africa – hoping that this will rescue us and bring in Namibian clientele, but unfortunately it didn't."

Struwig eventually landed an appointment with NBL Manager: Strategic Sourcing, Christin Obst. "To my relief, NBL was willing to give me a chance despite the absence of any client-references. However, Obst was very adamant and demanded for a clear roadmap on our plans for a footprint in Namibia going forward. The support from NBL was thus on condition that we sign a contract in which we commit ourselves to produce plastic locally when we reach enough volumes. Our very first order then came in October 2011, which was from NBL, valued at N\$77,247.23. This order from NBL opened further doors for us with other Namibian clients as we were now able to use Namibia Breweries as a reference. Some of our current clientele include NBL, Ohorongo Cement, Bokomo, Namib Poultry Industries, Namib Mills, Namib Foam, Coca-Cola, Etosha Fisheries and Seawork Fish Processors."

Obst emphasized that supporting local continues to be a passionate element on the journey of NBL, and O&L at large going forward. Obst: "Before we look anywhere else, we will always have a close look at home first, to see if the goods and services we need cannot be supplied by Namibian companies. And because not all the needed goods and services are readily available in Namibia yet, developing Namibian businesses is a journey that will reach full potential only when everything we need is supplied locally. However, until then, adding value locally should be a first option for each and every Namibian business – acquire what you can locally, this will support the growth of Business Namibia. Namibia



Plastics, and Johan in particular has proven himself as a dedicated man, not only to his and his company's future, but also to the future well-being of our nation."

Struwig says in 2014 the company officially landed a position in the market, became bankable and started employing people, with an office in Prosperita, including a warehouse of 250 squares. "Our good business reputation landed us a N\$5 million loan from the Development Bank of Namibia (DBN) which we used to open a branch in Walvis Bay. We started targeting fish, salt and sugar factories which assisted us to maintain an average growth percentage in excess of 100% over the last 6 years."

Namibia Plastics is currently busy with the construction of a 2660 Squares state-of-the-art manufacturing plant at Brakwater which is expected to be complete before the end of this year.

Ends,



Johan Struwig (left) signing contract with DBN Senior Business Analyst, Uuyuni Thomas.



Construction already kicked off for the Plastic Manufacturing plant – an investment by Namibia Plastics to close the gap of plastic imports from abroad.





Namibia Plastics' current office in Prosperita

