



**Business opportunities in Southern Africa markets**  
**Tech Industry Workshop Riga 2018**  
**Vahur Valdna**  
**TalTech Estonian Maritime Academy**





## **Estonian Companies Business mission to Namibia in September 2018: feedback and business opportunities**

- Timey
- Arc Inc.
- Rasman
- GoSwift







## Timey

- We see a problem in today's food transport system. When something is being produced, it has to travel through a long and complicated logistical system before reaching the store.
- During that process foods might not be handled properly and might go bad.



# Business opportunities in Namibian Fish Industry

Opportunity to start cooperation between Latvian fish processing technology companies and Estonian ICT companies to enter Soth-African markets

Offering together the whole production chain- from processing technology to final fish quality tracking

**New high value added to fish products and product development?**

**Frozen fish packing solutions (2 kg, 5kg, 10 kg)**



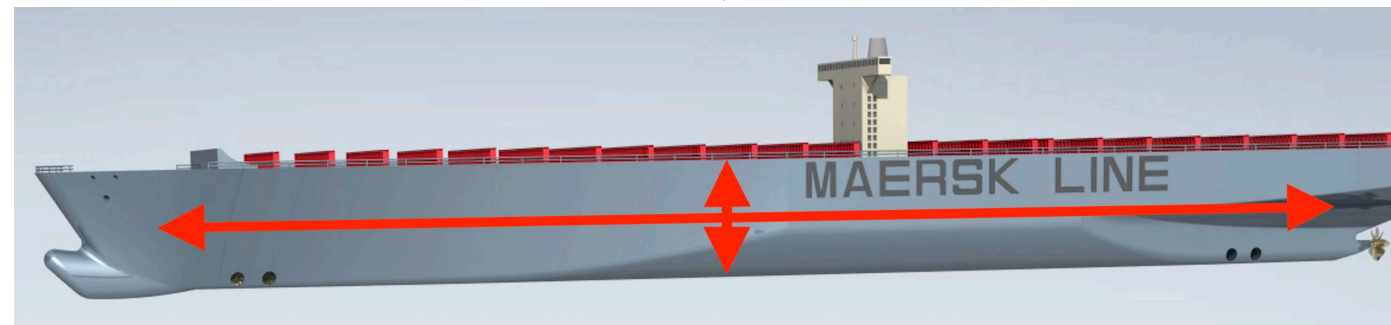
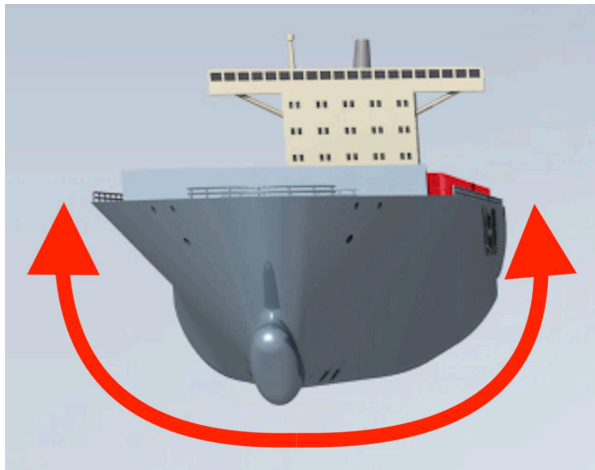
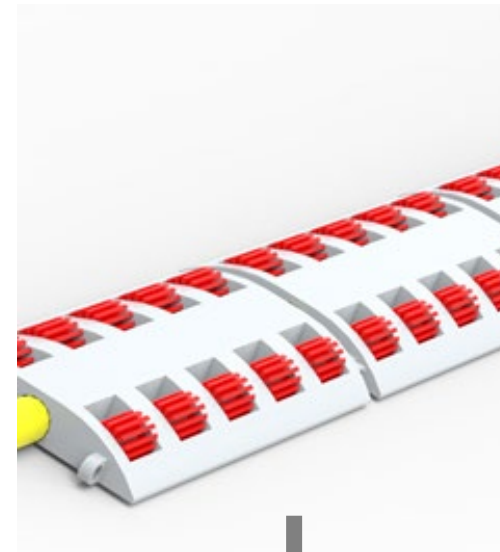
**Erongo Marine Group Namibia visit**



## Arc Inc.

Automated vessels' cleaning system  
„Silverhull“

1. Works during ship sailing
2. Uses currents' energy for cleaning mechanism
3. Unique latching technology



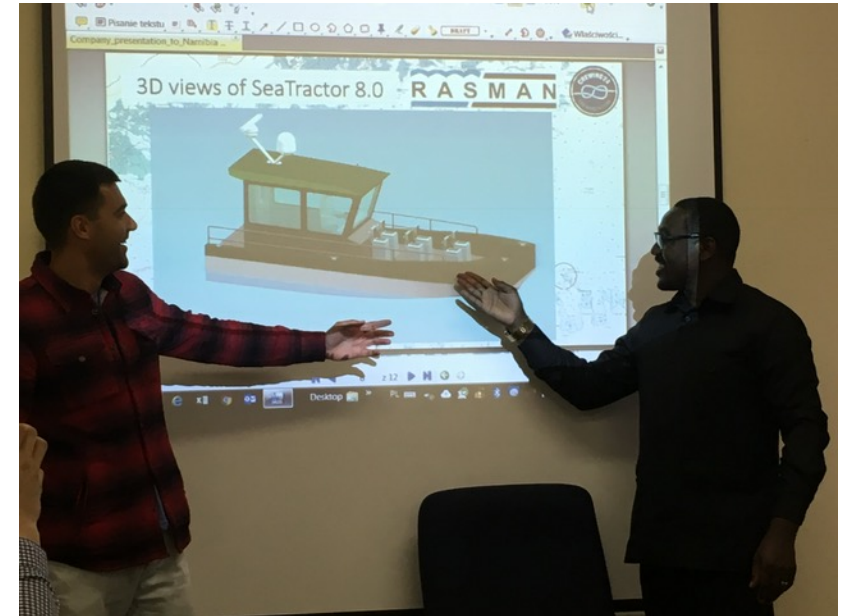




## Business opportunities for shipbuilding; maintenance and repair companies

- Vocational training
- Mechanical engineering

### Namibian ministry of fisheries and marine resources visit





# GoSwift

## Automation and ICT

GoSwift handles electronically/virtually queues of vehicles and people at traffic bottlenecks - border checkpoints, ports and tourist attractions

Business opportunities for companies:

- Ports single window management systems
- Borders management-long truck lines at borders
- Mobile payment solutions
- Tourism management IT solutions
- Animal tracking solutions for tourism purpose



**Namport visit**



## **Some suggestions to do business in Namibia and South-Africa markets**

- Personal contacts are very important
- It takes time to reach agreements
- Cooperation is a key word
- Local stakeholders are not interested just to buy Your products - they want to figure out how it works and how you can do business together. They expect that products which are offered to their market are customized for their needs and local situation





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