



2024

Key Highlights & Milestones



As we reflect on 2024, we celebrate remarkable achievements and resilience in overcoming challenges, all of which underscore LNDC's commitment to driving sustainable growth and national development. These success stories mark just the first year of implementing our **2023/24–2027/28 strategy**, paving the way for even greater impact in the years to come.

A summary of key highlights is provided below, with detailed reports featured on the following pages.

Advocate Molise Ramaili
Interim CEO



JOBS CREATED

- Over **38,000** sustained
- Over **3000** created
- Over **2800** anticipated



YOUTH & GENDER EMPOWERMENT

- **30** youth enterprises supported (Youth Connekt Africa)
- Gender & Youth strategy launched



COLLABORATIONS & INVESTMENTS

- Partnered with the Development Bank of Southern Africa (DBSA)
- Participated in Business forums in China and Türkiye and hosted one in Lesotho for Germany.
- Partnered with the International Institute for Sustainable Development (IISD)
- Collaborations with Government ministries on project preparation and resource mobilization



DEVELOPMENT PROJECTS

- **230** hectares of wheat planted (Quthing)
- Increased local shareholding in Lesotho Milling Company
- Invested **M12.5 million** in Tripharm Manufacturing



PROPERTY DEVELOPMENT & MANAGEMENT

- Completed **16** factory shells at Ha Belo, Botha-Bothe.
- Progressed construction of **7** factory shells at Tikoe Phase 3, Maseru, set for FY2024/25 completion.
- Commenced Project Leseli, a **20,000m²** mega factory at Nyenye Industrial for Jonsson Workwear, to create **3,000** jobs.
- Advanced ZMG Isuzu dealership in Ha Thetsane, Maseru, targeting June 2025 completion.
- Allocated **25** properties across industrial and commercial sectors.
- Recovered **7** sites and achieved rental recoveries.



LOCAL PROCUREMENT SUCCESSES

- Over **4000** procurements from local suppliers
- Total procurement value = **M64m**



EXPORT & TRADE FACILITATION

- Trained local exporters on accessing US markets
- Facilitated participation of **20** SMEs at the Organic and Natural Expo in Dubai



STAFF COMPLEMENT

- Permanent employees: **80+**
- Interns: **17**

Together We Build Sustainable Industry

#ExperienceElevation



LNDC INDUSTRIAL PORTFOLIO PERFORMANCE

The LNDC Industrial Portfolio currently comprises of six (6) active industrial estates across the country, housing a total of seventy-eight (78) manufacturing companies in various industries which have jointly created around over 38,000 jobs.

The industry is showing some positive outlook as evidenced by the upscaling of operations by companies which had downsized and the re-opening of those which were on short time. Many companies have now diversified to the RSA market to remain afloat.

The Corporation is implementing a hope-giving program (**#ReBulaLifeme Campaign**) to give hope to the nation on the recovery of the lost jobs and promoting confidence to prospective and existing investors. Through this campaign which started in April 2024, we have realised two (2) re-openings and three (3) expansions and creation of 1230 jobs.

Nine (9) other expansions are being facilitated which will jointly generate over 2,800 new jobs for Basotho.

LNDC CAPACITY BUILDING AND COMPETITIVENESS SUPPORT FOR LOCAL EXPORTERS

LNDC collaborated with several strategic development partners to pull resources together to provide capacity building and export competitiveness support to local exporters.

- In particular, the Corporation collaborated with USAID African Trade and Investment (ATI) Project to train agro-producers and other manufacturers on best strategies to access the United States markets. Specifically,

-a WRAP awareness workshop was held for Textiles and Garments manufacturers, -Local Lesotho investors were supported to participate in Sourcing at Magic in the US where three (3) manufacturers were able to secure orders to the US. -Several webinars were also made to train exporters on US market access requirements

- The Corporation also facilitated participation of twenty (20) SMEs on cosmetics, natural ingredients and essentials oil to a Natural and Organic Expo in Dubai through its collaboration with GIZ, Ministry of Trade, Industry and Business Development (MTIBD) and other key stakeholders.
- Through the Local Supplier Development Programme (LSDP), a workshop between local private sector and national and regional stakeholders was held to discuss quality infrastructure for horticulture and poultry sectors in Lesotho, and about two small-holder farmers supported with funding to support their business operations.

LNDC participated in Forum on China Africa Cooperation (FOCAC), and organised a business forum in Shangdong Province of China, where the Rt. Hon. Prime Minister delivered a keynote address, and facilitated participation of Lesotho stakeholders including the private sector. In liaison with the Embassy of the Kingdom of Lesotho in China, the Corporation collaborated with China Council of Promotion of Investment and Trade (CCPIT) where 100 participants attended. The theme of the business forum was, "Elevating Local-Global Collaborations". The event was attended by "invite only" for quality management and ease of logistics.

- The following highlights a few potential economic benefits:

- Investment and trade leads (in agriculture and renewable energy)
 - Opportunities for infrastructure development
 - Market access opportunities
 - Technology transfer and skills development
 - Cooperation on industrial capacity
 - Infrastructure development

The specific objectives being to:

- Create investment and trade leads
 - Secure business partnerships
 - Network with suppliers of production inputs/raw materials
 - Secure buyers of Lesotho export products
 - Network with potential development projects partners

The following potential areas of collaboration and business engagement with China are within manufacturing, agro-business, assembly plants for agro-implements or machinery/equipment, auto-components, automotive assembly, ICT, BPO/Call centres, Cold storage transportation and facilities to support agriculture, pharmaceuticals and other perishables, home electrical appliances etc.

- The Corporation further liaised with the Embassy of the People's Republic of China in Lesotho to facilitate participation of the private sector and the government in China International Import Expo (CIIE 2025) where two (2) Commercial booths for Agriculture and manufacturing were secured and one (1) Country pavilion with nation branding was secured, and local export products were displayed to secure sourcing agents and other trade opportunities from China.

THE CORPORATION PARTICIPATED IN THE FOOD AGRICULTURE ORGANISATION (FAO) HAND-IN-HAND INVESTMENT FORUM 2024 HELD IN ITALY, ROME.

It is an annual event that provides a platform for national authorities to present investment opportunities to potential investors, multilateral development banks, the private sector and donors, with a focus on investment potential on national agriculture and food value chain investment opportunities, whose crux is anchored on the Initiative's Partnership-Building effort.

A 4-value chain proposition was prepared by Lesotho in Poultry, Piggery, Aquaculture and Potatoes, to present to potential investors. Bilateral meetings were also organized between potential investors and funders.

The forum offered:

- Pre-arranged bilateral meetings and interaction with potential investors (Matchmaking)
- Meetings between Government representatives and entities with potential development partners with a view to catalyse Sustainable Investments in Food Systems in Southern Africa
- A high-level Value proposition presentation for Lesotho to promote investments.

The Corporation accompanied the Ministry of Trade, Industry to participate in the Honourable Prime Minister's Official Government Visit to Türkiye. The focus of the visit was on strengthening bilateral relations and exploring new business and economic partnerships between the two countries. The Corporation further hosted a High-Level Business Roundtable, with a prominent representation of the local private sector in tourism and hospitality, oil and gas, renewable energy, logistics and transport, ICT and smart/green agriculture sectors/subsectors. The event was held in partnership with the Foreign Economic Relations Board of Türkiye, also known as DEIK directly introducing the Turkish private sector to the Lesotho private sector counterparts. The Roundtable formed part of the overall programme of the visit for the LNDC to leverage on the presence of the Rt. Hon. Prime Minister and the accompanying high-level delegation. It created a platform for the local private sector to pitch the respective business proposals, and to showcase investment projects/opportunities to Turkish potential investors and the business community, to partner with the Lesotho Investors that are ready to secure international business partners.

The Corporation has gained an immense value which includes but not limited to:

- Promoting trade and investment opportunities.
- Generation of investment leads.

THE LESOTHO NATION BRAND INITIATIVE

Lesotho Nation Brand is an initiative of the Lesotho Government that was launched on 15th May 2024 by His Majesty King Letsie III in Maseru. The Nation Brand initiative aims to promote and manage the image and reputation of Lesotho as an ideal destination for Investment, Trade, and Tourism. Several key events have showcased the Nation Brand's commitment to cultural representation and national unity.

- **Collaboration with the Ministry of Tourism, Environment and Culture and Lesotho National Broadcasting Services**

In a landmark effort to celebrate 200 years of heritage, the Corporation through the Nation Brand initiative, collaborated with the Ministry of Tourism, Environment, and Culture during the Arts Week celebration and Basotho Mega Festival. The Corporation also partnered with Selemo sa Basotho and Maletsunyane Braai Festival amongst others. The partnership aimed to introduce the Nation Brand to the Basotho population, reinforcing cultural pride and unity through various artistic and cultural displays.

The Corporation has partnered with the Lesotho National Broadcasting Service (LNBS) to enhance the visibility and coverage of the Nation Brand events and activities. This collaboration aims to leverage LNBS's extensive reach and influence in broadcasting, to effectively promote Lesotho's cultural heritage, economic potential and tourism opportunities.

- **Participation of Nation Brand in National Celebrations**

The Corporation was actively involved in celebrating the King's Birthday and Lesotho's 58th Independence Day. These events served as a platform to raise awareness of the Nation Brand among the Basotho, fostering a sense of belonging and encouraging citizens to embrace their national identity.

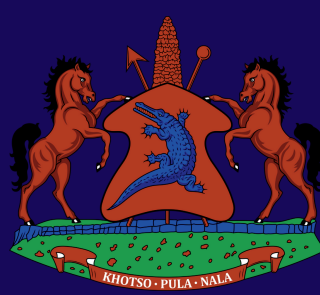
The Nation Brand initiative continues to play a vital role in promoting the country on the international stage, showcasing Lesotho's unique cultural heritage and potential. Recent participations in significant global events demonstrate the commitment to attracting support and investment for Lesotho.

- **Participation in Commonwealth Heads of Government Meetings in Apia, Samoa**

The Corporation through the Nation Brand participated at the Commonwealth Heads of Governments meetings in SAMOA, aiming to solicit support from Commonwealth countries for international campaigns. This involvement was crucial in strengthening diplomatic ties and garnering resources and advocacy from fellow Commonwealth members, enhancing Lesotho's visibility and collaboration on global platforms.

- **Participation in the China International Import Expo (CIIE)**

The Nation Brand also participated in the China International Import Expo (CIIE), a prominent event that serves as a global platform for countries to showcase their products, culture, and investment opportunities. Through this exposition, the Nation Brand marketed Lesotho to a global audience, highlighting its unique attributes, tourism potential, and investment opportunities. The initiative aimed to attract foreign investors and encourage trade relations, enhancing the country's economic landscape.



• Participation in the Organic and Natural Products Expo in Dubai

The expo provides an international platform to showcase Lesotho's organic and natural products. This exposure can attract buyers, investors, and partners interested in sustainable and healthy products. Participation in such events demonstrates a nation's commitment to organic and natural products. This can build trust and credibility with consumers and buyers who prioritize health and sustainability. Nations can tap into new markets and increase exports by meeting international and regional buyers. The event can lead to partnerships and deals that boost the economy of the participating country.

The activities undertaken through the Nation Brand initiative exemplify a dedicated effort to promote national identity and pride amongst the Basotho through strategic collaborations and meaningful participation in significant national events. International participations not only seek to procure support for campaigns but also focus on marketing Lesotho as a viable destination for investment and tourism.

• Training of Diplomats and relevant Ministries

The Corporation has recognized the importance of equipping its staff, relevant ministries and diplomatic representatives with the necessary skills and knowledge to effectively promote Lesotho as the preferred investment and sourcing destination. The Corporation has sought technical assistance from the CAFI Project to enhance its capacity for Investment, Trade Promotion and Tourism Promotion. The Capacity Building will also include training of Diplomatic Staff in economic promotion efforts abroad. To achieve this, the GDP Global consultant has been engaged and will offer the following services:

- The consultant will organize comprehensive training workshops focusing on Investment, Trade, and Tourism promotion/development for Lesotho Diplomats. The workshops aim to bring together representatives from various Lesotho delegations around the world and embassy/diplomatic mission officials. The training will introduce participants to the new Lesotho Investment, Trade, and Tourism promotion/development Strategies, while also providing a platform for sharing experiences and effective implementation practices.
- The GDP Global will also be responsible for updating promotional materials, designing a country image marketing strategy called "Lesotho – A Competitive and Ethical Sourcing Destination" and enhancing the Lesotho National Development Corporation and Lesotho Tourism Development Corporation website

QUTHING GRAINS PROJECT

The Corporation planted 230 hectares of wheat in Ha Koali, Quthing in partnership with 297 landowners. The project adopted a share cropping model on a 70/30 ratio. 16 implement owners and 76 labourers in the Quthing district were engaged in the project. The community land has been valued for future investment in an envisaged beef production project in the Mt Moorosi area. The wheat already has an offtake with a local milling company reinforcing local supply chain resilience while also contributing to food security. Harvest is set to begin at the end of December 2024 running into January 2025. A minimum of 461 tons of wheat is expected.

Contribution to strategy: Promotion of institutional legitimacy through driving an operating model that is focused on building industries for domestic private sector, with access to markets finance, infrastructure and FDI partnerships.

EQUITY INVESTMENTS

1.LESOTHO MILLING COMPANY

The Corporation has increased its shareholding in Lesotho Milling Company and welcomed a new partner; Itau Milling. This has increased local shareholding in the milling company and under the partnership with Itau a local inputs sourcing approach is supported. This is part of the Corporation's strategy to drive impact investing and strengthen local value chains for sustainable economic growth. Lesotho Milling Company currently has 101 employees.

2.TRIPHARM MANUFACTURING

The Corporation has invested equity to the tune of M12.5 million in Tripharm Manufacturing a 100% Basotho owned pharmaceutical and self-care manufacturing company. The investment is underpinned by the Corporation's drive to support business growth and derisk local businesses that diversify industry products and markets as well as those that create significant and/or higher value employment.

Contribution to strategy: Reducing funding concentration risk by expanding Development Finance revenue through risk management and various funding strategies and expansion of equity portfolio.

SUCCESSFUL PILOT OF SUPPLY CHAIN FINANCE

The Corporation piloted a supply chain finance instrument that is meant to (i) Provide just-in time access to working capital finance to Basotho owned businesses, (ii) Broaden participation of Basotho owned businesses in the supply chain of goods and services, (iii) Stimulate export-based businesses and (iv) Stimulate sustainable employment generation. The pilot entailed extension of funds to a local company to service a fuel supply order from Letseng Diamond Mine. This is a supply chain opportunity that is usually dominated by foreign businesses. The Corporation is driving to increase interest income from new instruments and the SCF is due to be launched at the beginning of 2025 for full roll.

The facility has so far generated over M1.6 million interest income with a consistent and subsequent repayment success of 10 months with remaining 26 months credit period. Attributable to this financial year, the corporation has achieved 78.5% of this calendar year interest target.

Contribution to strategy: Reducing funding concentration risk by expanding Development Finance revenue through risk management and various funding strategies

NUMBER OF PCG APPLICATIONS AND THE VALUE OF LOANS AND JOBS CREATED

LNDC approved 16 applications this calendar year valued at M16,867,297.67 generating additional employment of 269 people. CPCG has increased access to finance for SMEs and local enterprises that would have not obtained credit due to lack of collateral.

From inception to date the partial credit guarantee scheme has mobilized over M280 million worth of loans from commercial banks to support 140 enterprises of which 94% are locally owned.

Contribution to strategy: Promotion of responsible industry through EESG and impact investing approaches.

SUPPORT TO YOUTH AND GENDER BUSINESS DEVELOPMENT

The Corporation developed and completed a Gender and Youth Strategy in partnership with Investment Climate Reform Facility, an initiative supported by GIZ. A two-day Gender awareness training was conducted for all LNDC staff to facilitate incorporation of gender considerations in developing and implementing the Corporation's interventions. Furthermore, part of LNDC's pledged funds of M1 million to support youth enterprises in the Prime Minister's Sebatso Initiative was used to increase the number of youths who attended and showcased their products and services at Youth Connekt Africa, in Rwanda. The number increased from 20 participants in 2023 to 30 in 2024 because of LNDC support.

Contribution to strategy: Promotion of responsible industry through EESG and impact investing approaches.

COLLABORATIONS WITH REGIONAL DEVELOPMENT FINANCE INSTITUTIONS.

The Corporation formalized its relationship with the Development Bank of Southern Africa whereby the DBSA will be channelling development funds through the Corporation to fund transformational infrastructure as well as climate mitigation or adaptation projects in Lesotho. A pipeline of 3 projects is undergoing processes for joint project preparation consideration under the collaboration. As a member of the SADC Development Finance Resource Centre, and the Association of African Development Finance Institutions, the Corporation has represented Lesotho in SADC DFRC and AADF platforms shaping the trajectory of development finance and resource mobilization to finance development projects in the continent.

Contribution to strategy:

- Building brand capacity through collaborative relations with leading investment promotion agencies and development finance institutions
- Increase capacity of development finance through mobilization of funds to capitalize development finance instruments.

COLLABORATIONS WITH GOVERNMENT MINISTRIES ON PROJECT PREPARATION AND RESOURCE MOBILIZATION

The Corporation is collaborating with Government ministries for preparation of projects with potential to transform the economy and contribute to achievement of National Strategic Plan initiatives. In particular the Corporation has a technical partnership with the Ministry of Agriculture and Food Security in piloting grains production in Mt Moorosi, Quthing, the pilot is part of a broader project under preparation for production of fertilizers for the local and regional market and for beef for local and export market. The Corporation is also collaborating with the Lesotho Meteorological Services to enable a climate change mitigating project for Lesotho that is envisaged to also generate new streams of income for the country through sale trading of carbon credits. Furthermore, the Corporation through collaborative support from the Ministry of Finance and Development Planning has initiated engagements with the African Development Bank to capitalize its development finance instruments. The Corporation is also pursuing a similar collaboration with the Ministry of Health for implementation of pharmaceutical production projects to service the Africa wide market under Africa Continental Free Trade Area.

PROCUREMENT SUCCESSES

In support of local businesses, LNDC processed procurements worth M64.67 million between April and December 2024. A total of 4,020 procurements were undertaken, including open tenders, selective tendering, single-source contracts, and requests for quotations (RFQs). These efforts demonstrate LNDC's dedication to empowering local suppliers and fostering economic participation.



ON IISD MATTERS

The International Institute for Sustainable Development (IISD) is a non-profit research organization specializing in policy research, analysis, and information exchange. IISD is also an award-winning independent think tank working to create a world where people and the planet thrive. The Kingdom of Lesotho, through the Lesotho National Development Corporation (the Corporation), has received a multi-year technical assistance program from IISD to evaluate and strengthen the design and use of tax incentives and other investment promotion tools to attract high-quality, sustainable investment in priority sectors in Lesotho.

To date, IISD has assisted the Corporation and the Ministry of Trade and Industry in reviewing draft investment policies and conducting research on entities interested in operating in Lesotho. This collaboration with IISD will not only benefit the Corporation but also other stakeholders involved in developing incentives for investments. The aim is to ensure that Lesotho increases its revenue from investments and reviews signed investment treaties and contracts. This will be achieved through guidance on investment negotiations and the development of modernized investment contracts.

ON MONEY LAUNDERING

The Corporation provides financial assistance to domestic and foreign investors using different financial instruments. As a result, the Corporation is mandated to comply with the Money Laundering and Proceeds of Crime Act, 2008, the Money Laundering and Proceeds of Crime Regulations, 2019, and Financial Task Force standards, as prescribed by the Lesotho National Development Corporation Act, 1991, as amended.

The Corporation, by participating in the national task team together with the Ministry of Trade and Industry and other stakeholders, has made significant contributions to developing policies and procedures to combat money laundering and terrorism financing while promoting investment in Lesotho.

PROPERTY DEVELOPMENT AND MANAGEMENT

LNDC achieved significant milestones in Property Development and Management. The construction completion of sixteen (16) factory shells and associated infrastructure at Ha Belo in Botha-Bothe marked a major accomplishment, bolstering industrial capacity in the region. Significant progress was also made on the Ha Belo Water Supply Project, setting the stage for its completion by the end of FY2024/25. Concurrently, works continue at Tikoe Phase 3 Infrastructure and Factory Shells in Maseru, with seven (7) factory shells under construction and an anticipated completion by FY2024/25.

The reconstruction of Reflex Footwear and Vishan Clothing factories further demonstrated LNDC's commitment to industrial recovery and growth.

In Butha Buthe, a shopping center project, spearheaded by 084 Properties, a local property developer, is progressing steadily and is scheduled for completion by March 2025.

Other notable developments include the award of the design and build contract for the DEVCOURT Extension New Highrise Apartment Blocks at a budgeted cost of M40 million.

Procurement is also underway for the construction phase of the Mantsebo Ring Road rehabilitation and upgrading project in Maputsoe Industrial Estate.

The construction of a new ZMG Isuzu dealership and service center is advanced and targeted for completion by June 2025, at Ha Thetsane, Maseru.

Meanwhile, Project Leseli has commenced at Nyenye Industrial, aiming to construct a 20,000m² mega factory for Jonsson Workwear, expected to create 3,000 jobs for Basotho.

LNDC successfully recovered seven properties and achieved rental recoveries across different sites. Furthermore, 25 land and building allocations were made across industrial and commercial sectors.

HUMAN CAPITAL

LNDC continues to strengthen its human capital to drive strategic objectives. The Corporation currently boasts a staff complement of over 80 permanent employees and 17 interns, reflecting its commitment to nurturing talent and providing opportunities for professional development while fighting against the high Lesotho unemployment rate.

**CELEBRATING THE YEAR THAT WAS:
2024 LNDC YEAR-END FUNCTION**



The Management and Staff of LNDC wish you a Merry Christmas and a Prosperous 2025



HOLIDAY BREAK
Close: 13 Dec 2024
Open: 06 Jan 2025