



WALVIS BAY
CORRIDOR
GROUP



ANNUAL REVIEW 2014/2015

15 Years of Building our Trade Route

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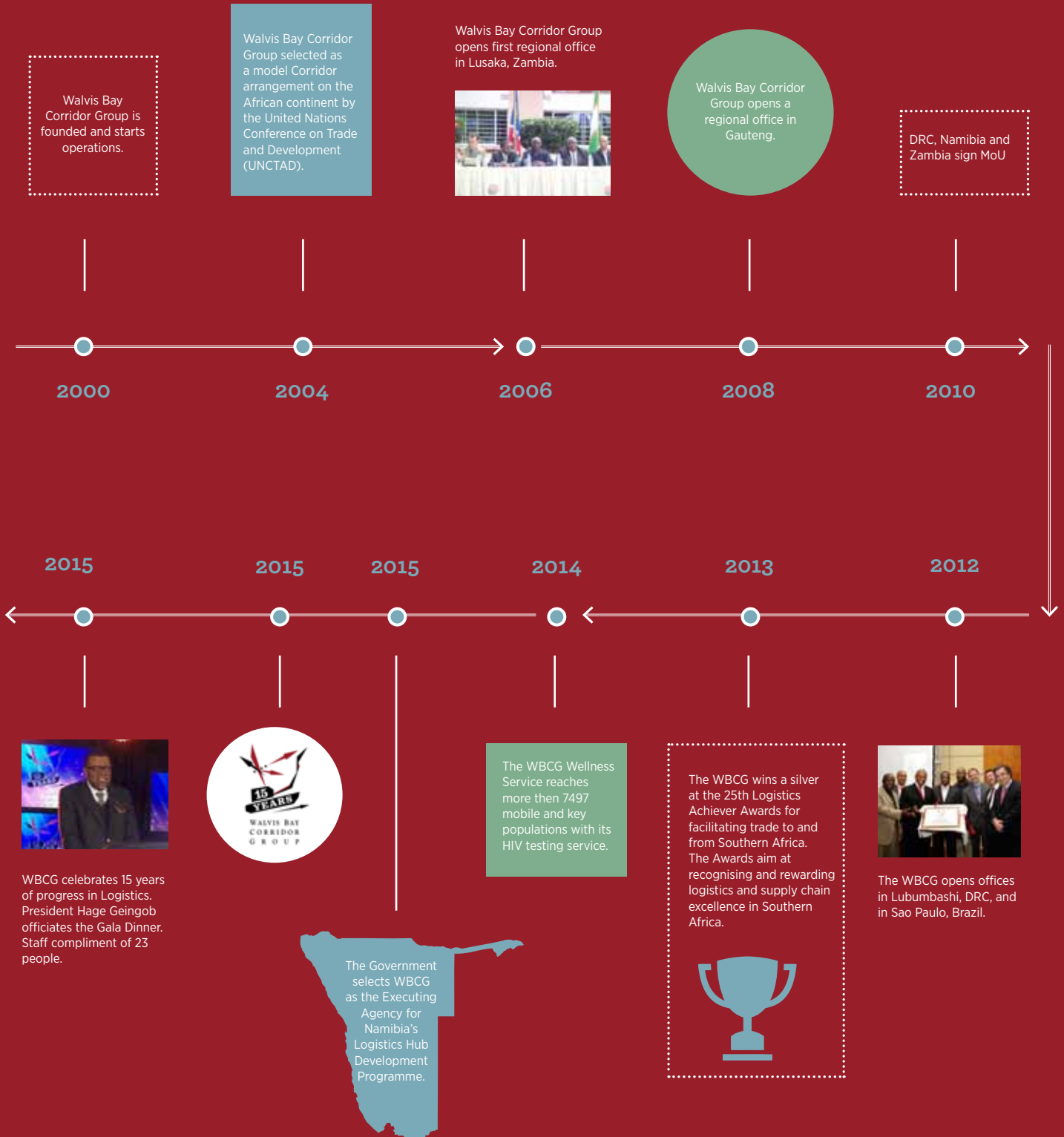
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THE GROWTH OF THE WALVIS BAY CORRIDOR GROUP





Volume growth of the DRC corridor by **33%**



Our routes are:

- cost effective
- safe
- efficient
- secure



THE WBCG IS A NETWORK OF CORRIDORS COMPRISING OF:

- the Port of Walvis Bay and the Port of Lüderitz
- Trans Kalahari Corridor
- the Walvis Bay-Ndola-Lubumbashi Development Corridor
- the Trans-Cunene Corridor
- Trans-Oranje Corridor

Mr. G.A. Uirab
Chairman of the Board

CHAIRMAN'S REPORT

Dear Stakeholder

In 2015 we celebrated 15 years since the establishment of the Walvis Bay Corridor Group, which has grown from strength to strength as a facilitation body to improve the opportunity of developing Namibia as a gateway for transport and logistics in the SADC region. The WBCG is bringing the benefits of Walvis Bay as a shorter and more efficient trade route to consumers and businesses across the SADC region, linking them with the rest of the world.

Today, the Walvis Bay corridor routes can truly claim to be a leader in the SADC region by providing five benefits to customers, which are safety, security, corridor efficiency and the ease of doing business in the SADC region. The branch offices of the WBCG outside Namibia continue to provide value addition with the direct access that it provides to customers in the SADC region and decision makers in the international market.

However, the macroeconomic decline in the SADC market, combined with the consequences of regulatory policies, has resulted in a decrease in volumes in the past year. The worldwide decline in the oil price has reduced the purchasing power in Angola and therefore has led to a major reduction in the volumes of the Trans-Cunene Corridor route. The Trans Kalahari Corridor has also declined over the past year with regulatory changes, which affected the volumes to the Botswana and Zimbabwe markets negatively. Various efforts have, however been put into place during the past year to focus on growing the Botswana market, and therefore a joint marketing committee has been established between Botswana Railways, The Trans Kalahari Corridor Secretariat and the Walvis Bay Corridor Group to develop ways to increase volumes along this corridor. Botswana Railways manages the Dry Port facility at the Port of Walvis Bay and provides significant opportunity for handling more transit cargo for the Botswana market. The Zambian market has performed at a similar level as the previous year since the Zambian economy has been severely pressurized by the international price of copper, which is the number one export commodity of that economy. The DRC market has, however, grown very strongly during the past year as more Congolese importers and exporters are becoming aware of Walvis Bay as an

alternative trade route, saving cost and time on the transportation of goods.

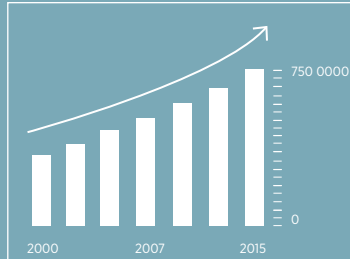
The recent completion of the Namibia Logistics Master Plan paves the way for Namibia to establish a development framework and strategies to make Namibia the regional logistics centre in the SADC Region. To support the development of Namibia as a Logistics Hub, we at the WBCG have already established a Logistics Hub department in 2013 which has been working alongside the various private and public sector players to spearhead the development of this important Project going into the future.

The role of transport and logistics has become increasingly important for Namibia's economy. With the rapid growth in cargo volumes along the Walvis Bay corridors and the benefits that the trade routes have to offer, Walvis Bay has been identified to become the logistics hub for Southern Africa. Our focus therefore in the next few years would be to develop Namibia as an alternative distribution centre in the SADC region.

As we are continuously building new partnerships across the sphere of business and Government in the SADC region and beyond, we also strengthen our private-public partnership as a valuable institution focusing on growing the importance and significance of the transport and logistics sector in Namibia. We are grateful for the continued support and commitment that we receive from the Government of Namibia in developing Namibia into a Logistics Hub for the SADC region. As we also expand our business of transport and logistics in Namibia, we anticipate a bigger growth amongst existing logistics companies in Namibia, but also new companies establishing themselves in Walvis Bay to explore the opportunities of trade and logistics for the SADC region.

For our journey going into the future of developing Namibia into a Logistics Hub for the SADC Region, I would like to request more support from my fellow Board Members in their various roles to assist us in jointly building more transport and logistics capacity for the future.

It is also gratifying to note that we have made good progress with respect to the strategic initiatives under the current Strategic Plan, which paves the way into our future.



0 - 750,000
tonnes volume increase
over 15 years along the
corridor



**N\$500
MILLION**

in direct revenue
for ports, rail and road
transport sectors

Mr. Johnny M. Smith
CEO

CHIEF EXECUTIVE REPORT

Review of the year

Across our markets we have witnessed a combination of factors which have influenced the cargo volumes, and specific global economic conditions which affected growth in some of these markets. We have seen that more service providers are setting themselves up in Walvis Bay, Namibia, as operators look to position themselves to seize the opportunities to deliver an enhanced experience to customers as demand for trade volumes increases over time.

This mirrors our own strategic moves with the development of more transport capacity on the corridor routes. In our markets we are increasingly establishing Walvis Bay as a top-tier, fully integrated provider of transport and logistics to consumers and businesses.

We are well on our way to becoming a full-service, integrated corridor in our main markets. Through organic growth and development we now cover the consumer market across the SADC region with our corridor network.

Outlook

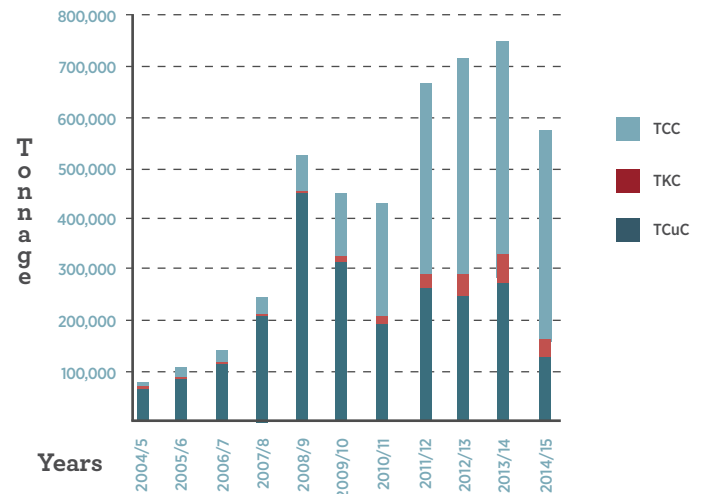
There are strong reasons for optimism regarding the future of the transport and logistics sector in the SADC region and Walvis Bay's position within it. We are leading the way to explore our market further, which will significantly enhance the service options for customers in the SADC region. Ongoing consolidation and partnership creation in the sector will lead to more options and competition increasingly based on service differentiation rather than price alone.

The coming year will be another very important one for execution, as we are building the Logistics Hub initiative to develop Namibia as a gateway to the SADC region.

Our priority is to ensure that we give customers – whether individuals or businesses – the best supply trade alternative – through the highest possible service. This is not just about providing the best transit time and connectivity, but also about making everything about being a Walvis Bay corridor customer easier, faster and more reliable.

Alongside these issues is a deeper challenge of trust. For customers to choose our corridor routes

CORRIDOR GROWTH:



they have to place their trust in us – in terms of price, quality of service and as a brand. Over a number of years we've seen a gradual improvement in that trust for a number of reasons. Earning this kind of trust has been of fundamental importance to the WBCG. We will continue to create awareness of the Walvis Bay alternative and win more customers on our Walvis Bay Corridors.

While the results of the past year reflect the difficulties of our business in a global and regional set-up, we remain optimistic about the long-term growth and development of the relevant markets in the SADC region. Our total volumes decreased but some markets like the DRC have grown quite well during the past year. We continuously focus on strengthening our market share and building our brand as an alternative trade route for the SADC region as more and more customers realize that our option creates more value for their supply chain.

With our reach, our footprint, our skills and capabilities, we are perfectly placed to offer this kind of service and lead with it. When I look at our business I see an ocean full of opportunities. What we need to do now is to unlock the potential which exists within the Walvis Bay Corridors – and we need to do some key things differently in order to achieve that.

The changes we make after taking a fresh look at our business development activities are likely to result in an increased level of performance volatility

in the short term. The market still is extremely challenging and trading conditions in most of the SADC countries are tough. The benefit of at least some of the changes we are making will only be seen over time. Crucially, however, the approach we are taking now is our business development strategy to get closer to new customers and see how we can increase our market share within the SADC region. The better our offer as an alternative is for our customers, the more customers will use our corridor and the stronger our business will be in the long term.

As we continue transforming the WBCG my overriding message to the business is this: let us work as one team and keep it simple. We have to find better ways to, as a team, support each other in exploring more business development opportunities and project developments which will enhance our corridor business.

Our 15 years as the WBCG have been a journey of continuous change and development. We recognize the responsibility and opportunity that come with the choices we make. Doing the right things for our customers in a way that supports their logistics supply chains will be crucial to our future success.

Over time it has become more visible how the Walvis Bay Corridor Group has facilitated trade along the Walvis Bay corridors and what a creative and constructive role it has played in the national endeavour to build a dynamic sector in the Namibian economy and beyond. Over the past 15 years the WBCG has grown tremendously, not only in terms of the volumes it generates but also with regard to service excellence. Reducing transit time, removing bottlenecks and improving corridor logistics through the PPP remains the cornerstone of the Walvis Bay Corridors strategy which ensures that consumers in the SADC region receive a great product every time.

We have successfully built great relationships and even developed long-lasting friendships over the years. Therefore we would like to take this opportunity to thank everybody who made this possible, both from the public and private sector in Namibia as well as the SADC region.

Volumes along the Walvis Bay Corridors have grown from zero to more than 750,000 tonnes per annum during the past 15 years. This represents direct revenue for ports, rail and the road transport sector to the tune of approximately N\$ 500 million per annum due to corridor development.

The WBCG has become one of the key organizations in the Namibian economy, driving the agenda of

the transport sector and expanding its role. The successes and experiences have been shared with other corridors and similar organizations at various platforms, which in turn could enhance corridor development on the African continent.

I greatly appreciate the assistance and support of the development partners who have made



many of our projects a reality. Our thanks go to the DBSA, AfDB, SIDA, GIZ, USAID, UNECA, to UNCTAD, the EU, the Embassy of Finland and many other others.

Two years ago the WBCG acquired a building for the WBCG Head Office in Windhoek. We also established regional offices in Lusaka, Lubumbashi and Johannesburg in 2012, followed by our first international office in Sao Paulo, Brazil, in order to develop the long-term opportunity of a trade route between South America and from Southern Africa to Walvis Bay.

The WBCG is a great Namibian success story. We have grown into a successful business by focusing on the customers and helping them with matters both big and small. These are challenging times and we must be prepared for further volatility in the months ahead, but we are emerging stronger and we believe that our destiny is in our hands. If we keep focusing on our customers and if we challenge ourselves to make every single customer experience better every day, we know that we can succeed.

As Walvis Bay is growing, more foreign companies are exploring the opportunities and quite a few transport and logistics enterprises have established branches in Walvis Bay during the past year.

The Logistics Hub concept was presented to the Cabinet Committee on Economic Development in September 2014 while the Logistics Masterplan was completed with the support of JICA. We provided special focus on the logistics hub project. A government team, including the WBCG, visited several SADC countries to promote the logistics hub project and its significance for SADC. In December 2014 we launched a Logistics Hub Forum with the technical support from the Transport Forum in South Africa. Our Logistics Hub Forum is a PPP dialogue platform, coordinated and managed by the WBCG to keep stakeholders updated about any developments regarding Namibia's development into a Logistics Hub. The forum will address the many challenges and opportunities and we will also use it to find ways to create more momentum going forward.

In 2015 we started with the cooperation project which is supported by the African Development Bank. This project consists of four decisive elements: capacity building for the WBNLDC, safe corridors, training and development for freight forwarders as well as projects and funding.

With respect to marketing and communications we have developed a stronger communications platform with a website that is constantly updated and a monthly instead of a bi-monthly newsletter. We also expanded our external database of stakeholders in and outside Namibia.

The downward trend of commodity prices, especially copper, had a negative impact on exports from the Zambian market. Imports and exports for the DRC markets have picked up, however. This could also be attributed to our business development efforts since our branch office was established in Lubumbashi in 2012. Furthermore we are constantly gathering more information on current supply chains between the SADC region and the rest of the world to explore opportunities for potential importers and exporters via the Walvis Bay corridors.

The continuous improvement of our transport infrastructure is critical for our future success: i.e. the development of existing and new harbour and airport infrastructure, the maintenance and development of new roads as well as upgrading and expanding the rail connections.

We also need to strengthen our relationship with our neighbours in the SADC region and work with them to improve transit and border clearance time.

CORRIDOR FACTS:



Rail infrastructure

Namibia's railway network comprises of **2382 km** of narrow gauge track with the main line running from the South African border at Ariamsvlei via Keetmanshoop to Windhoek, Okahandja, Swakopmund and Walvis Bay. The northern section links up with Omaruru, Otjiwarongo, Otavi, Tsumeb, Oshikango and Grootfontein. The east is linked from Windhoek to Gobabis, and the south from Windhoek - Keetmanshoop to Lüderitz.



Road infrastructure

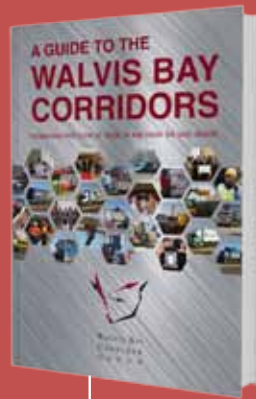
Namibia has a well established road infrastructure network of about **46,376 km**. The country is linked by all-weather bitumen roads to Angola, Zambia, Zimbabwe, Botswana and South Africa. This extensive road network facilitates trade between Namibia and its neighbouring countries. In particular, the Trans-Kalahari Highway links the port to Botswana and the Gauteng province. Similarly, the Trans-Caprivi Highway links Namibia's landlocked neighbouring countries, including Zambia and Zimbabwe to the Port of Walvis Bay. The Trans-Cunene further links the Port of Walvis Bay to neighbouring Angola.



Corridor volumes for the DRC market have grown by more than 33 percent in 2015 as more importers and exporters in the DRC gain confidence in the Walvis Bay route.



Our online newsletter, eCorridor, reaches 1,500 recipients monthly



More than 7000 copies of **A GUIDE TO THE WALVIS BAY CORRIDORS 2015** are distributed to various countries around the world. This is the third edition, the previous two were released in 2008 and 2011 respectively.

www.wbcg.com.na

WEBSITE STATS:



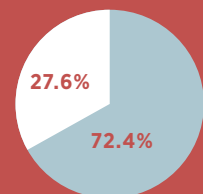
Users
11,373



Avg. Session Duration:
00 : 02 : 58



Page Views
43,286



■ returning visitors
■ new visitors

MARKETING & COMMUNICATIONS

Background & Introduction

In support of our core business we have reviewed our communications strategy to strengthen business development initiatives and we expanded our network to improve on our deliverables. The Department was able to increase communications activities by appointing a Marketing and Communications Officer in November 2014. The Department now operates with two dedicated full-time staff members. The result was instant and we were able to increase our activities as well as extend support to the other departments within the company.

Activities

Our publications received much needed attention during the period under review. The bi-monthly newsletter of the WBCG, the eCorridor, has become a monthly online newsletter which is distributed to over 1,500 recipients all over the world. The audience for the newsletter is continuously increasing as new stakeholders are added to the distribution list. The WBCG staff also welcomed their internal monthly newsletter, the eComms, at the end of 2014.

The 3rd edition of 'A Guide to the Walvis Bay Corridors' was launched at the end of March 2015. It is distributed in print and electronic formats and is available at most of the Namibian Embassies abroad. This publication is intended to give stakeholders an overview of the various corridors. It contains important statistics and contact details for the various Walvis Bay corridors.

The website was the first project which required our attention. It was necessary to update the site on a regular basis and provide the freshest information to prospective readers worldwide. The emphasis is now on news items, upcoming events, adverts, vacancies and document uploads which are updated continuously. In order to extend the coverage, and thus the readership of our website, we established links to member and partner websites. We are striving to turn our website into a fully-fledged multimedia marketing tool. To complement the website we have created a Facebook page and also started

to add video links. As a result our readership profile increased by more than 2500 views.

The WBCG enjoys healthy relations with the media, not only in Namibia but also outside the country. During the year under review we established new contacts to various media organisations in Namibia and in the SADC region in order to expand our channels for spreading the corridor message. As a result our media coverage tripled during the year under review. Marketing & Communications compiled daily clippings of relevant local and regional information as a snapshot for WBCG decision makers.

During the period under review the WBCG team engaged with various stakeholders in Namibia, across the region and the continent as well as globally to create awareness of the opportunities offered by the Walvis Bay Corridor. Marketing & Communications spearheaded more than 10 events: exhibitions and information sessions as well as local and regional Logistics Hub forums to support the WBCG's business development drive. Information sessions were hosted in Gauteng, Ndola, Gaborone, Windhoek and Walvis Bay to update stakeholders on the developments at the port, along the corridors and in the markets where our offices are based. The WBCG's 15th anniversary celebration was officiated by His Excellency, the President of the Republic of Namibia, Hage Geingob.

The Marketing & Communications department continued to support the activities and events of the Wellness Initiative, i.e. the World Aids Day 2014, Moonlight Testings, and the implementation of the Namib Times' U.S President's Emergency Plan for AIDS Relief campaign. The campaign distributes information about sexual health and education in particular to seamen and truck drivers in the Erongo region.

Way Forward

Marketing & Communications remains focused on developing new and more creative ways to penetrate the regional and global market with information to support the WBCG's business development drive. We are continuously exploring new ideas such as multimedia marketing opportunities and strategic partnerships to reach our target market.

BOARD OF DIRECTORS



Mr. G.A. Uirab
Chairman



Mr. W.C. Dempsey
Treasurer



Mr. W. Goeiemann



Mr. H.I. //Garob



Mr. A.T. Victor



Mr. N.M. Daniel



Mr. T.N. Shaanika



Mr. N. Nghishekwa



Mr. C. Lutombi



Mr. H.H. Schmidt



Ms. S. Naanda



Mr. W. Prosser



Mr. Immanuel !Hanabeb



Mr. N. Oberholzer



Mr. J. Dias

WBCG MANAGEMENT



Johnny M. Smith
Chief Executive Officer



Ricardo Latkani
WBCG Brazil Business
Development Representative



Kabash Munung
WBCG DRC Business
Development Manager



Siobhan Fox
WBCG South Africa Business
Development Manager



Andrew Sinyangwe Jr.
WBCG Zambia Business
Development Manager



Cindy-Lu Hasheela
Manager: Marketing &
Communications



Sophia van Wyk
Manager: Finance &
Administration



Immanuel Shipanga
Manager: Projects and Funding



Clive Smith
Project Manager: Logistics Hub



Edward Shivute
Programme Manager
Wellness Service



Gilbert Boois
Manager: Spatial Development
Initiative



Samuel Sandi
Consultant: Cluster
Secretariat WBNLDC

WBCG MEMBERS AND PARTNERS

The WBCG members are represented by:



Namibian Ports Authority (NamPort) manages and promotes the Ports of Walvis Bay and Luderitz as the preferred links for sea-borne trade with Namibia and the SADC countries.



TransNamib Holdings Ltd is the only rail service provider in Namibia and specializes in the transportation of bulk and containerised freight, utilising a combination of rail and road transport to deliver its services.



Container Liners Operations Forum (CLOF) represents all entities associated with shipping activities.



Namibia Chamber of Commerce and Industry (NCCI) is the country's business chamber and therefore serves as a convenient central point of enquiry for any potential Corridor user who wishes to gain insight into Namibia's business community.



The Namibia Logistics Association (NLA) represents the Namibian logistics industry. This includes small and large companies operating in road transport, freight forwarding, courier services and customs clearing.



Walvis Bay Municipality represents the social-economic interests of the town of Walvis Bay, which is a tax haven for manufacturers, importers and exporters as it harbours both the Port of Walvis Bay and Export Processing Zone.



Walvis Bay Port Users' Association (WBPUA) represents all entities associated with cargo, freight and shipping activities in the Port of Walvis Bay.



Roads Authority focuses on managing the national road network and on improving the standard of Namibian roads with a view to a safe and efficient road sector.



The Namibia Transporters Association (NATA) is a collective of Namibian-based Small and Medium logistic service providers comprising of various transporters and freight forwarders.

The WBCG members represented by (continued):



The Ministry of Works and Transport, represented by the Department of Transport, focuses on the maintenance of the existing road infrastructure (to avoid deterioration), upgrading road links to neighbouring countries and further development of port infrastructure (amongst others).

Ministry of Industrialization, Trade and SME Development, represented by the Namibia Investment Centre, is Namibia's official investment promotion agency and first point of contact for investors. Its role is to attract, encourage and facilitate investment in Namibia. It offers a wide variety of services and investor incentives, and works closely with key ministries as well as service and regulatory bodies.

The Ministry of Finance, represented by the Department of Customs and Excise, deals with all Namibian customs and excise issues. Namibia is a member of the Southern African Customs Union (SACU), as are Botswana, Lesotho, South Africa and Swaziland.

The Ministry of Home Affairs and Immigration, represented by the Department of Immigration. Their focus is on the activities and schedules of the immigration entry/exit points.

The WBCG also offers Associated Membership to individual companies who believe that the Walvis Bay Corridor Development initiative could add value to their business offering. During the year under review, the following associated members of the WBCG include:

Vanguard Rigging (Pty) Ltd (South Africa Route Clearance Consultants (Pty) Ltd, South Africa

Paccon Logistics (Pty) Ltd, South Africa

Africa Union Cargo (Pty) Ltd, Namibia

CORRIDOR FACTS:



Airport Infrastructure

Namibia has eight airports, and major airports in Namibia include, HKIA, Walvis Bay Airport and Keetmanshoop Airport, which are both equipped for wide-bodied aircraft. Small airports include, Rundu, Mpacha, Ondangwa, Oranjemund, Swakopmund and Eros. International destinations include Cape Town, Frankfurt, Johannesburg, Luanda, Maun and Victoria Falls.



Port infrastructure

Namibia has two main ports, namely Walvis Bay and Lüderitz. Walvis Bay is one of the preferred entries in the SADC region due to its accessibility. It has a depth of 12.8 metres and can accommodate container vessels with a maximum capacity of 2,400 tones. In addition, this port can handle over five million tons of cargo a year, 20 percent of which is containerized. The Port of Lüderitz has seen increased activity as a result of the rise in fishing activities and developments in the mining sector. The port is strategically located to cater for southern Namibia and the Northern Cape.



According to Lloyd's List, a worldwide register for international shipping companies, it has confirmed that for two consecutive years in a row, the Port of Walvis Bay has earned the highest hits of all port websites in the world.

TRANS-CUNENE CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
Angola	Lubango	1551 km	4 days
Namibia	Tsumeb	575 km	1 day
	Windhoek	384 km	1 day
	Oshikango	892 km	2 days

WALVIS BAY - NDOLA-LUBUMBASHI DEVELOPMENT CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
DRC	Lubumbashi	2690 km	4 - 5 days
Namibia	Grootfontein	598 km	1 day
	Katima Mulilo	1354 km	2 days
	Windhoek	384 km	1 day
Zambia	Livingstone	1565 km	3 days
	Lusaka	2050 km	4 - 5 days
	Ndola	2395 km	4 - 5 days
Zimbabwe	Bulawayo	1890 km	4 days
	Harare	2515 km	4 days
Malawi	Lilongwe	2778 km	4 days



TRANS-ORANJE CORRIDOR

Distance Timetable			
Country	Location	Distance from the Port of Lüderitz	Transit time
Namibia	Keetmanshoop	353 km	1 day
	Windhoek	862 km	1 day
South Africa	Johannesburg	1.678 km	2 - 3 days
	Upington	863 km	2 days

TRANS KALAHARI CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
Botswana	Francistown	1781 km	3 days
	Gaborone	1366 km	2 days
Namibia	Gobabis	605 km	2 days
	Windhoek	384 km	1 day
South Africa	Johannesburg	1900 km	2 days
Zimbabwe	Harare	2515 km	4 days

REGIONAL AND INTERNATIONAL BUSINESS DEVELOPMENT

BRAZIL

Introduction and Background

Since we established a branch office in Brazil in 2012 we have continuously created awareness of the route via Walvis Bay as an alternative connection between Brazil and Namibia. As Brazil expands its interests on the African continent, Walvis Bay prepares to serve as the main connection point. Brazil's economy is heavily focused on exporting and current trade volumes to the SADC market are significant. They include frozen foods, other consumables and furniture.

Activities and Engagements

We strengthened our Business Development strategy by focusing on a market analysis to gain insight into the trade between Latin America and the SADC region and to define and access potential clients. We are also constantly looking at ways and means to provide better service and promote the alternative to the traditional trade route across the South Atlantic.

Brazilian exports to the SADC region continued to grow during the year under review, which provides an opportunity for future volume growth along the Walvis Bay Corridors.

Our main interventions to focus on Business Development were one-on-one stakeholder meetings. In order to support our business development strategies we engaged radio and television as well as other media to create further awareness within the market. Various customer premises and industrial sites were visited during the year under review to gain a better understanding of potential clients' supply chain and at the same time promote the advantages of a supply chain through the Port of Walvis Bay.



Successes

Our marketing efforts in Brazil resulted in an increase in trade volumes on the route via Namibia.

Various platforms were used to promote the Port of Walvis Bay. It is important that we participate in conferences and networking events in this market. The WBCG participated in the South American Intermodal 2015, which is the second biggest transport and logistics trade fair in the world. This international exhibition provided the best opportunity to promote Walvis Bay as an alternative trade route for the Latin American market.

Opportunities

In terms of access to the international economy, the trade route between the SADC region and Brazil is the shortest link. A strategic partnership between Namibia and Brazil has the potential to realign the traditional trade route between South America and the SADC region via the Port of Walvis Bay as a gateway. It is therefore important to build not only transport and logistics links between Brazil and Walvis Bay but also the trade link between Brazil and the SADC region.

Way Forward

Currently we also focus on movements in the markets so that we can advise exporters and investors. Going forward our focus will be on increasing efforts to enhance trade between Brazil and the rest of the SADC through Namibia. With Namibia set to become the Logistics Hub for the SADC we are confident that we will be able to offer a better alternative trade route.



DRC Introduction and Background

Mining is the predominant economic activity in the DRC. It is also the largest contributor to tax revenue and the sector which offers the most opportunities to make a living, through direct employment or in indirect ways. The DRC has a total population of about 60 million people.

Katanga province, with some 5.5 million inhabitants, is the richest of the provinces as most of the country's mineral wealth is concentrated there. It borders Angola, Zambia and Tanzania. The province exports cobalt, copper, tin, radium, uranium and diamonds. Copper is still the main export product. An increase in export volumes was experienced during the period under review. Timber is another very important export commodity.

Activities and Engagements

During the past year we increased our awareness and Business Development engagements with new clients in the DRC, which allowed us to grow this market significantly. Our activities to explore new business opportunities took us not only to Lubumbashi, the Katanga Province and Kinshasa but also to the Copperbelt of Zambia, to Johannesburg and France.

During our presentation on the Port of Walvis Bay as an alternative trade route for the Katanga Province we introduced potential clients to the benefits that this route offers compared to the traditional routes. The Walvis Bay-Ndola-Lubumbashi Development Corridor is subsequently considered to be a more efficient corridor for DRC imports and exports.

Furthermore, we engaged with a variety of stakeholders in the DRC market to explore opportunities to increase imports and exports via Walvis Bay. We did a lot of market research on trade volumes to establish the origin and destination of cargo. Our business development strategy included meetings with role players to discuss the opportunities of Walvis Bay and to gather information in order to be able to recommend better logistics solutions to customers.

Successes

Regarding imports to the DRC via Walvis Bay we saw an increase in commodities such as sulphur, equipment and nash (reagent cargo) for new and existing mines. The steep rise in transit volumes for the DRC through the Port of Walvis Bay resulted in more DRC trucks entering the WBNLDC route. This positive development in turn increased the cargo handling capacity for the Katanga Province via the Port of Walvis Bay.

More exporters chose to use Walvis Bay as an alternative route to international markets. Walvis Bay was considered for exporting commodities from new mining projects to the Asian market, and freight forwarders were contracted to ship their product via Walvis Bay. Trade between the DRC and China, via Walvis Bay, also saw an increase during the period under review.

Mining commodities are the dominant commodity on this route. We continued to increase the volumes of copper exports on this corridor route during the past year, but the export of other mining commodities such as zinc from Lubumbashi via the Port of Walvis Bay has also grown significantly. Mining supplies are growing as well and we continue to explore the potential of transporting more consumables via the Walvis Bay-Ndola-Lubumbashi Corridor.

Opportunities

Most of the consumables for the Katanga market are currently imported via various international trade routes. Confidence in Walvis Bay as a new alternative still needs to grow in order to increase this corridor's market share. The growth for the year under review is an indication that there is still a lot of potential for Walvis Bay to increase its market share for Lubumbashi and its surrounding areas.

Continuous efforts are made to explore new business opportunities in the mining sector in the Katanga Province and beyond as new projects are being launched there. Some of the mining companies have shown a keen interest in using Walvis Bay not only for mining commodities but also for project cargo.

Way Forward

The DRC remains an important market for us and following our marketing efforts we have observed increased interest from that market, with DRC transporters having increased their presence on the WBNLDC during the period under review. Going forward we will strive to increase their presence further in our effort to boost trade to and from the DRC via the Port of Walvis Bay.

We continue to look at the dynamics and trade connections between the DRC and its international trade partners to identify new business opportunities for the Walvis Bay Corridors. Through our branch office in Lubumbashi we have entered the local market, but we are also expanding our business development activities to Kinshasa and international markets such as Belgium, France and the Netherlands in search of new business.



SOUTH AFRICA Introduction and Background

South Africa offers the biggest growth opportunities for Walvis Bay. During the past year we therefore focused on re-establishing contacts to old clients and developing a network of new ones, and we revised our business development strategy.

Business confidence in South Africa has dropped to its lowest level since the end of apartheid as a result of an unstable currency and lower commodity prices. South Africa has retained its rank in the 2015 Ibrahim Index on Africa Governance, but there are concerns about deterioration in various areas like safety. The Southern African Development Community will increase its electricity generation investment to between R1.5 trillion and R3 trillion between 2012 and 2027.

Activities and Engagements

The WBCG engaged with existing and new stakeholders to promote business development in the South African market. A decline in volume was experienced during the period under review, but nevertheless awareness of the WBCG has increased and there was a lot more interest in the Trans Kalahari Corridor (TKC). We presented at conferences and participated in information sessions with local and international stakeholders in order to promote business development for the Walvis Bay Corridors and the Port of Walvis Bay and Luderitz.

Johannesburg remains the centre of logistics in southern Africa. Specific interventions, during the period under review, included one-on-one stakeholder meetings and engagements. We engaged the media using radio and television to further create awareness in the market and to support our business development strategy. A number of transport and logistics meetings are held in South Africa. Participation in these conferences and networking events remains vital to our efforts at promoting the Walvis Bay Corridors.

Opportunities

The Namibian government supports future growth and demand along the Walvis Bay Corridors by upgrading and developing the country's transport and logistics infrastructure. The current expansion of the Port of Walvis Bay is an example, and it has been received with great interest by the industry. Another development project of interest is the road between Windhoek and Okahandja which is being upgraded into a dual carriageway. This upgrade will impact time efficiencies on the Trans Kalahari Corridor.

The focus areas in the South African market are agriculture, mining, Fast Moving Consumer Goods (FMCG), freight forwarders, transporters and logistics companies. All of these sectors have shown a keen interest in the WBCG and meetings were held with most of the leading companies. Projects were established within the FMCG and logistics sectors to spearhead future growth and development.

In terms of market segmentation most sectors adhere to the preferred and historical ports and corridors. Walvis Bay is promoting itself as an alternative which offers significant savings in time and costs to importers and exporters serving the strategic market of the Gauteng Province.

Way Forward

We have revised the Business Development strategy for the South African market during the current year and refocused on individual clients and on developing various options for them to consider Walvis Bay as an alternative trade route. We have also improved our marketing and communications strategy to support our business development drive in Gauteng. As more projects are being developed along the TKC in Namibia,

Botswana and South Africa we will continue to promote this route as the shortest one between Gauteng and Europe and the Americas. The two most strategic projects to achieve long-term growth along this corridor are the Port Expansion Project in Walvis Bay and the Trans Kalahari Rail Project.

ZAMBIA Introduction and Background

Zambia is an important market for the Walvis Bay Corridor Group. During the period under review we continued to market the Port of Walvis Bay as an alternative trade route and increased our reach in that market through the Business Development office that we established in Lusaka 10 years ago. The main function of this office, which is a PPP between the DRC, Namibia and Zambia, is to promote the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC).

Our main focus has been on expanding our market share by acquiring new business and by increasing the number of logistics service providers. We also focused on increasing export volumes in order to balance north and southbound cargo volumes along the Walvis Bay-Ndola-Lubumbashi Corridor.

Activities

During the period under review the WBCG office in Zambia engaged in various activities to enhance business development efforts in that market. Speaking engagements and strategic partnerships through the Zambia Chamber of Commerce, as well as individual selling remain at the core of our activities. Among others we took part in the Tripartite Walvis Bay-Ndola-Lubumbashi Development Corridor meeting that was held in Ndola, the Copperbelt Mining Expo, the Zambia Agricultural and Commercial Show, and we were included in the Namibian Chamber of Commerce and Industry's trade mission to Zambia.

As we engage with more stakeholders in the transport and logistics sector we are constantly looking at opportunities to achieve a proper balance in imports and exports. A good flow of transit goods will eventually reduce transport costs and make our corridor more cost efficient.

Successes

Interest in the WBNLDC is increasing as more importers and exporters become aware of the benefits that Walvis Bay offers. This corridor carries the largest variety of commodities. Timber exports increased significantly during the year under review, which in turn improved the balance of loads on this route. Some of the other commodities such as leather, paper products, sugar and seeds have the potential to boost export cargo volumes on this route.

Despite the drop in cargo volumes over the past year, the last quarter of our 2015 financial year was stable. April and May brought stability while both import and export volumes rose sharply in June and August. Exports of copper and timber (wooden products) showed a marked increase in June and August, and at the same time imports of mainly frozen foods, general cargo, paper products, hazardous materials and vehicles on their own wheels continued to increase. Although the Zambian economy has been negatively affected by commodity prices we strived to find alternatives to expand our market share in the Zambian market.

The Port of Walvis Bay is an important alternative for Zambian imports and exports and we have seen growth over the years. The dry port facility, which Zambia currently operates under the concession of Africa Union Cargo is an important link to increase volumes via the Port of Walvis Bay. The Walvis Bay-Ndola-Lubumbashi Development Corridor Secretariat and the Walvis Bay Corridor Group's Business Development office in Lusaka work together to obtain the Zambian government's full support for Walvis Bay as an alternative trade route to Zambia. We were honoured by the visit of Zambian President, Edgar Lungu, to the Port of Walvis Bay during the year under review. The country's leader used this occasion to confirm his commitment to the Namibian trade route into Zambia.

Opportunities

Priority has been given by the Zambian government to upgrade and expand the transport infrastructure in order to improve trade facilitation and the ease of doing business. The focus is on roads, toll gates, border posts, railway networks and ICT.



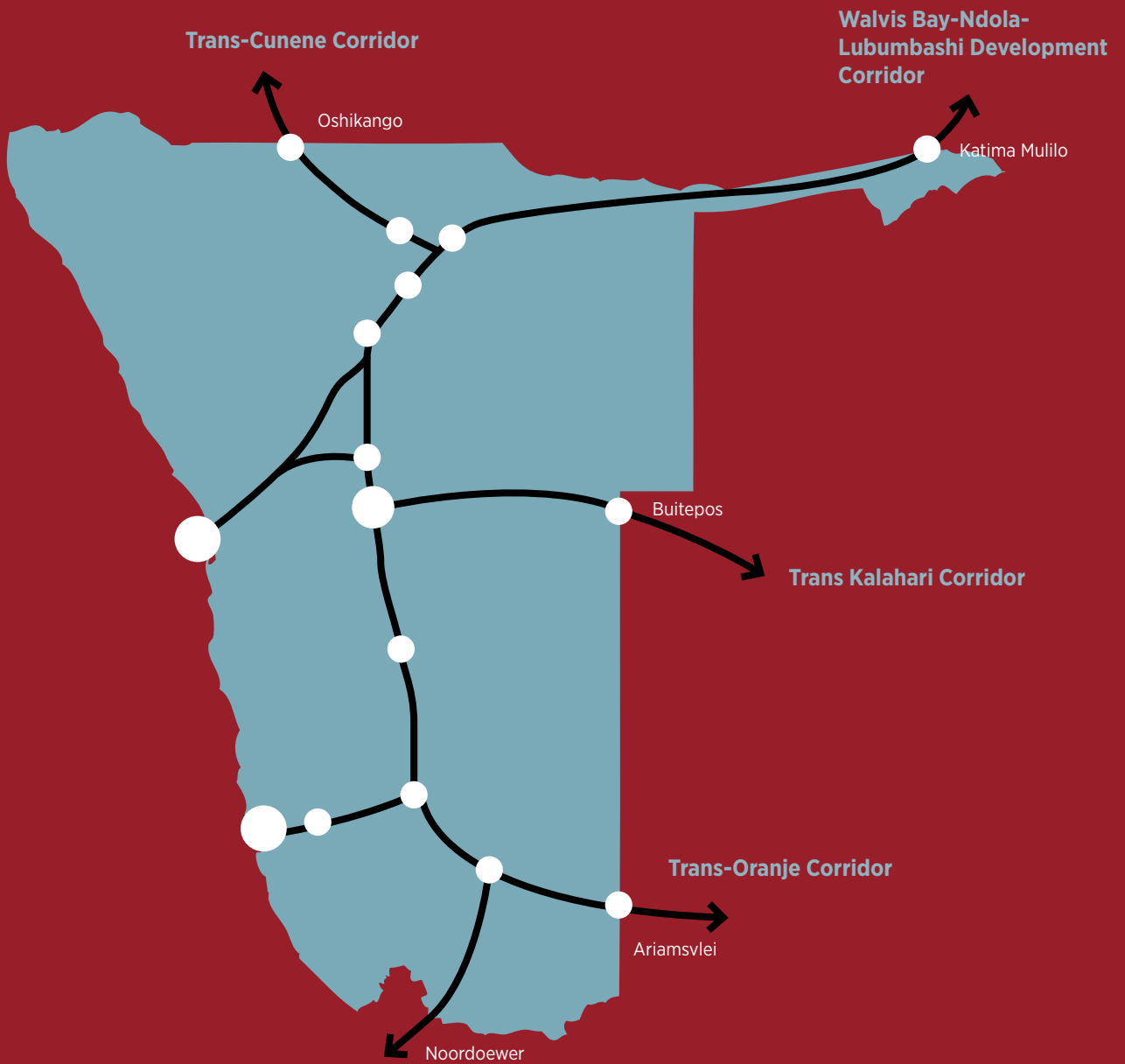
Greater opportunities lie in the balance of import and export volumes. These include agricultural commodities (tobacco, cotton, leather), mining commodities (copper, zinc, lead) as well as equipment and chemicals. Therefore we have to look for customers who can boost such cargo volumes on the trade route via Walvis Bay.

During the year under review more Zambian service providers such as road transporters and logistics companies utilized the Walvis Bay-Ndola-Lubumbashi Corridor, which increased import and export capacities on this route. As we continue to create awareness of the benefits of this route and more service providers expand into Walvis Bay, healthy competition will result in lower costs.

The number of enquiries regarding export opportunities from Zambia to West Africa has steadily increased. Walvis Bay offers the shortest connection for Zambia and the southern DRC. The WBNLDC continues to grow and has the potential to become the preferred trade route to Zambia and the international market.

Way Forward

Going forward we would like to position Walvis Bay as the leading trade route for the Zambian market by providing the best logistics services and opportunities for growth through the Logistics Hub connection that we are developing in Namibia. We continue investigating how we can improve the supply chains and add value to business using Walvis Bay as an alternative logistics solution.



**BORDER
POST
OPERATING
HOURS**

Border Post	Operating Hours
Oshikango/Santa Clara	08:00 - 18:00
Katima Mulilo	08:00 - 18:00
Buitepos	07:00 - 24:00
Noordoewer	24 hours

CROSS BORDER FACILITATION

TRANS KALAHARI CORRIDOR SECRETARIAT (TKCS)

Review of the year

During the period from 01 September 2014 until 31 March 2015, the WBCG Chief Executive Officer (CEO) still acted as the Executive Director of the Trans Kalahari Corridor Secretariat (TKCS). The process of recruiting an Executive Director for the TKCS was finalized with the appointment of Leslie Mpofu with effect from 01 April 2015.

As part of the operational activities and reporting to the co-chairs of the various member countries, a monthly reporting structure was developed to keep all involved updated. The monthly report focused on the latest developments regarding the TKC Action Plan as well as general activities related to the strategic plan of the Secretariat.

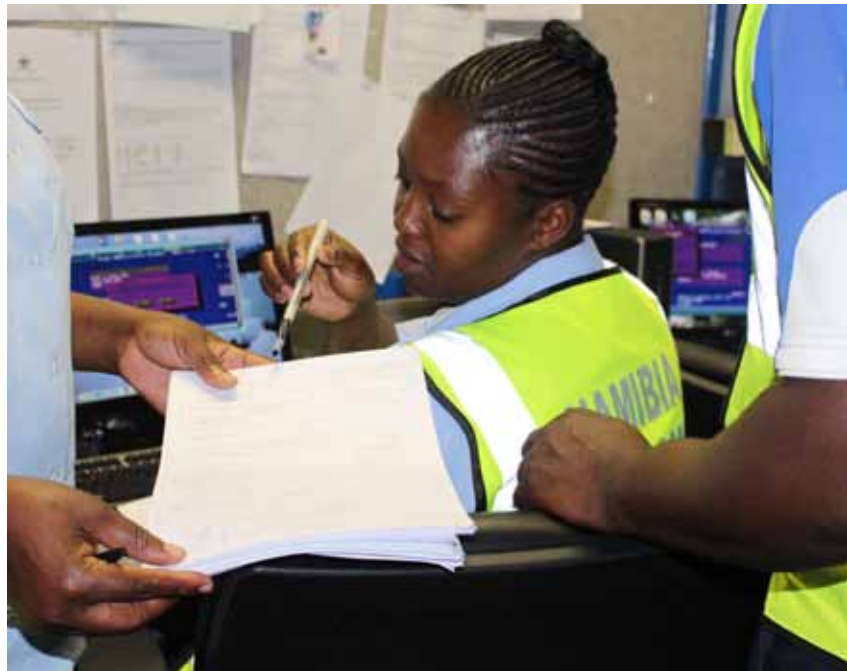
At various stakeholder events held in all three member countries during the period under review, the TKC focused on improving awareness of the route and trade facilitation. One of the engagements was the TKC's information session held in Namibia in the presence of Namibia's Minister of Works & Transport, Botswana's High Commissioner to Namibia as well as the First Secretary of the South African High Commission in Namibia. This event allowed the TKC to brief stakeholders on our recent activities, the work that is in progress and on our new focus areas and objectives. Similar information sessions were held in South Africa and Botswana. Stakeholder engagements included meetings with relevant agencies and authorities in the three countries, i.e. customs, immigration and roads authorities, various relevant ministries and the Southern African Customs Union (SACU).

Various marketing activities were conducted in Namibia, Botswana and South Africa to create more awareness of the TKC as an alternative trade route for the member countries and stakeholders. Client meetings were also held in Johannesburg.

The truck stop study project was conducted with country consultations in Botswana, Namibia and South Africa during May 2014. The final report was submitted in July 2014.

The TKC Secretariat in consultation with the Namibian Ministry of Works & Transport liaised with the facilitator conducting workshops. A workshop to introduce the RTMS to Namibian stakeholders took place in October 2014. A follow-up session was held in Botswana.

Our involvement in other ongoing projects includes: One Stop Border Post, Truck Stops Study, Corridor Performance Monitoring System, Client Service Charter & Border Event, Cloud Computing, Customer Value Proposition, Weighbridges, Tolerance Limit, Road Traffic Management System and Wellness Centres & Border Recreational Facility.





WALVIS BAY-NDOLA-LUBUMBASHI DEVELOPMENT CORRIDOR (WBNLDC)

Introduction

This review outlines the activities undertaken during the period September 2014 to August 2015 in order to facilitate trade along the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) for the three member states - the Democratic Republic of Congo, the Republic of Namibia and the Republic of Zambia.

Trade Facilitation Activities

A fact-finding mission for the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) and cluster meetings at the three border posts of the member states - the Democratic Republic of Congo, the Republic of Namibia and the Republic of Zambia - took place during the period under review. The objective of the mission was to consult stakeholders with regard to ongoing projects and share successes, to find solutions to the challenges and bottlenecks and to initiate the establishment of working groups at border posts in order to facilitate smooth trade along the entire route.

As part of the Memorandum Of Understanding (MOU) between the three countries, our annual WBNLDC Tripartite Meeting was held in Ndola, Zambia, in March 2015. The agenda included initiatives such as the establishment of two

working groups at the Wenela/Katima Mulilo and Kasumbalesa border posts and setting up a permanent secretariat of the WBNLDC, as well as improving the ASYCUDA World System of clearance and training provided for all the users by June 2016. Other initiatives discussed were the commencement of the spatial development initiatives along the WBNLDC by June 2016, and the harmonization of working hours at the Zambian border posts to avoid congestion at Kasumbalesa.

Zambian and DRC government officials met in Lusaka, Zambia, to review the MOU that was signed in 2006 on the improvement and operation of the Kasumbalesa border post. The WBNLDC was advised to work with the existing committees at its borders instead of establishing new working groups. Meetings were held at the Kasumbalesa border post, in Zambia and in the DRC, to discuss and draw up an action plan to be adopted by the Committee of Permanent Secretaries and Ministers. With support from the Governor's office the security situation on the DRC side of the Kasumbalesa border post has improved. However, more needs to be done. On the Zambian side of the border the revenue authority is negotiating with the government to enact a new law for Kasumbalesa to start operating on a 24-hour basis.

With increased collaboration between stakeholders, delays experienced at the Sesheke Border post have improved due to the central customs processing centre. Control and inspections by customs officials at the Wenela border post have improved on the Namibian as well as the Zambian side and less incidents involving the falsification of certificates by importers were reported during the period under review.

Namibia's private sector requested that the Zambian Veterinary Department increase the VET permit period from 30 to 90 days as the period from application to issuing the permit. The Zambian Veterinary Department is still consulting on the matter.

Namibia has been exporting salt to the Zambian market for a significant number of years. During the current year, the Zambian GRN had a query about salt exports in terms of technical modalities. The matter has been addressed during the past year. This is very important for the continuation of salt exports to the Zambian market and the WBNLDC is keeping an eye on it.

A meeting to discuss the multilateral road transport agreements was held in Kinshasa, DRC. The meeting recommended that the agreement

be signed in March 2016 in Lubumbashi, DRC, by the ministers responsible for transport. The road transport agreements will resolve various controversial issues like excessive fees on DRC roads and unfair competition.

Challenges

Various challenges regarding customs procedures, immigration, road security, rail infrastructure and respective regulations were experienced along the WBNLDC. As for customs, the DRC introduced the ASYCUDA World bond for US\$ 200 000, which transporters unfortunately cannot afford. Delays in the clearance of empty trucks from the DRC and Zambia are still a challenge, as well as the fact that there is no interconnectivity between customs at the borders between the member states. Furthermore, unauthorized clearing agents at Kasumbalesa in the DRC and at Wenela continue to pose a problem.

With regard to immigration, the Namibian department of immigration is yet to start issuing commercial drivers visas at its borders and missions abroad. In addition, the theft of fuel from trucks remains a challenge on this corridor, especially in Zambia.

Way Forward

As mentioned above, the member states will continue engaging each other, with regular meetings to address the various concerns. The secretariat moves ahead with its efforts to implement the proposed initiatives. Currently the development of the strategic plan for the WBNLDC is at a planning stage. Spatial development along the route in Zambia and the DRC is envisaged to start by June 2016.

PORT OF WALVIS BAY FACTS



In 2006, the port established a floating dock with

8000 t

lifting capacity in a PPP.

In 2008, a second floating dock was commissioned.



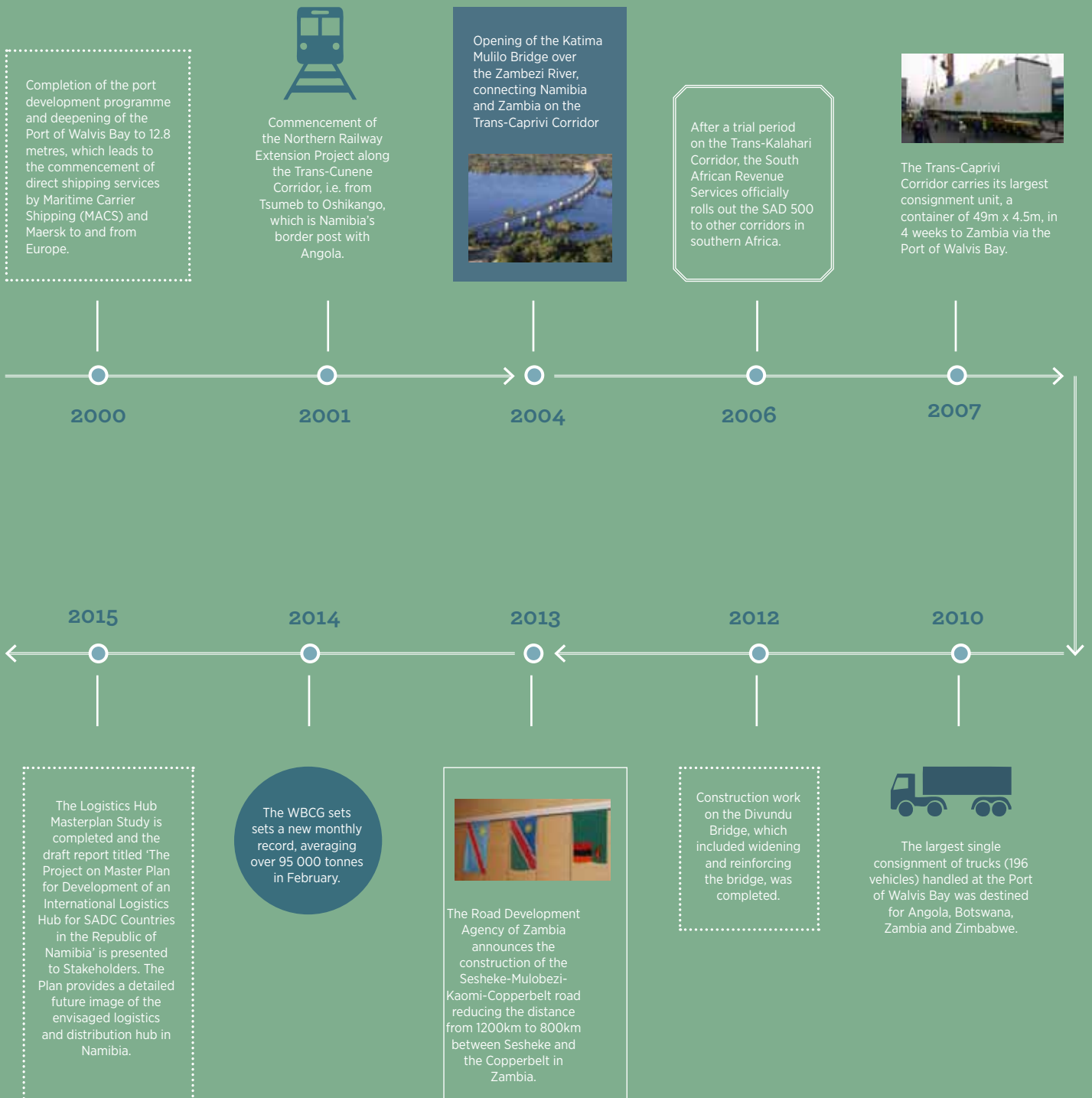
In 2013, a third floating dock with a lifting capacity of

15 000 t

was commissioned.

In 2014, a **third ship repair** facility was established in Walvis Bay.

GROWTH OF THE WALVIS BAY CORRIDOR GROUP





1330 ha of port land • 10,000 m of quay walls & jetties • 30 large berths

PORT OF WALVIS BAY • SADC GATEWAY PROJECT

PHASE 1 : OIL TERMINAL

(New Tanker Berths)
Ministry of Mines &
Energy Project
Commission early
2017

PHASE 5 : BOTSWANA COAL TERMINAL

Capacity of 100 million
tons per annum



PHASE 2 : LNG GAS TERMINAL

For gas supply to new
Walvis Bay Power
Station
Completion 2016

PHASE 4 : SHIP AND RIG REPAIR YARD

PHASE 3 : MULTI- PURPOSE BULK TERMINAL

Capacity of < 10
million tons per
annum
Feasibility Study
commenced end 2015
Commissioning 2019

SPECIAL PROJECTS

LOGISTICS HUB

Background And Introduction

The Logistics Hub Project is unquestionably the most ambitious and far-reaching project since Namibia became an independent state in 1990. If implemented effectively, this economic repositioning will have a favourable impact on companies and individuals at all levels and in the process provide a major long-term platform for growth in virtually all areas of our economy.

By utilizing economic growth in the whole southern African region the Logistics Hub Project will expand Namibia's economy beyond its restricted domestic limits. It will also allow Namibia to leave the dual economy structure behind, which is heavily dependent on a narrow range of industries, and embark on the diversification of economic activities on the back of a strong logistics, supply chain and services network: "The Dubai effect".

Provided that our intentions become actions, Namibia can greatly contribute towards regional integration and prosperity and thus increase its role and significance within the Southern African Development Community.

This year marks the second year of the Logistics Hub Unit in the Walvis Bay Corridor Group. We have embarked on various activities during the course of this year to create awareness, build partnerships, create networks and ensure both private and public sector commitment on the Logistics Hub concept.

Namibia has developed a Logistics Masterplan which will pave the way for Namibia to become a Logistics Hub for the SADC region. The plan is a development framework for Namibia with specific programs, projects and objectives designed to allow for a collective Logistics Hub development approach.

From a public sector perspective we have been using the Steering Committee, which is chaired by the Namibia Planning Commission, to build stronger commitment.

A workshop was held in Swakopmund to deliberate on the Draft Report for the Logistics Hub Masterplan during February 2015. Various stakeholders from across Namibia participated in this workshop and provided their inputs and comments, which were then incorporated into the final report. Among the strategic stakeholders present at the workshop were the Ministers of Industrialization, Trade & SME Development, Home Affairs and Immigration, the Director General of the National Planning Commission (NPC) as well as representatives of various town councils, regional administrations and private sector executives. The final report was compiled with inputs from all stakeholders and officially submitted by the WBCG, in its capacity as Executing Agency, to the National Planning Commission in March 2015.



Part of this also included various stakeholder engagements, not just with the public sector but also with SOEs within the transport and logistics sector. Many of these technical matters, discussions and debates were led by JICA, the technical consultant on this project, through various stakeholder engagements.



Namibia has great potential to position itself as the preferred trade route for landlocked countries in the SADC region. Various local programs and projects covering a wide range of sectors in Namibia are now being aligned with the ultimate vision of becoming the Logistics Centre for the SADC.

Activities and Engagements

The Logistics Hub Unit of the WBCG spearheaded various activities and engagements to further the ideals and objectives of the Logistics Hub Project. To a great extent the focus was on stakeholder engagement in order to gather widespread input and ultimately consolidate public and private sector efforts and contributions.

These included ongoing desktop research on established Logistics Hubs, regional logistics centres and upcoming Logistics Hub initiatives, like the Jamaica Logistics Hub Development, as well as convening meetings, hosting workshops and engaging all public stakeholders. Engagements included regular meetings with the National Planning Commission, Ministry of Works and Transport, Ministry of Finance and other relevant agencies. Other activities engaged with regional and multinational companies to create interest in the utilization of the Port of

Walvis Bay and the Walvis Bay Corridors, and to convince them to establish regional head offices in Namibia. We also participated in and contributed to various government policies, regulations, investment and other sectorial development programs and engaged with regional and international development agencies such as the African Development Bank, SACU Secretariat, SADC Secretariat and United Nations Economic Commission for Africa (UNECA).

In order to keep the momentum and ensure that relevant activities under the Logistics Masterplan are implemented, a detailed work plan was created with input from the key stakeholders in the public and private sectors.

Way Forward

The Logistics Masterplan identified critical programs and projects for immediate implementation. These include strategic marketing, a strong and attractive operational base for international logistics, an efficient transport network by modes and by town, integrated border infrastructure, interrelating elements (finance, HR, power & water supply) and environmental and social considerations.

The WBCG commands the most relevant experience to ensure a smooth transition from the completion of the Logistics Masterplan into the implementation stage and has been tasked to take on the role of implementing agency. The WBCG will have the primary responsibility of promoting and developing Namibia into a leading, globally integrated Logistics Hub. It will promote a collaborative and consensus-based policy-making system and will spearhead and coordinate an integrated multi-organizational effort in collaboration with the private sector.

While the modalities of the WBCG's intended role as the National Implementing Agency are still under discussion, with specific attention to the right mandate and resources, the Logistics Hub Unit will continue with its various identified activities.

SPATIAL DEVELOPMENT INITIATIVES (SDI)

Background and Introduction

The Spatial Development Initiative (SDI) is a national programme with significant regional support intended to generate sustainable economic growth by mobilising private investment capital for industrialisation. The SDI, which commenced operations in July 2010, is based on a bilateral economic agreement signed by the governments of Namibia and South Africa in November 2006. Namibia's Ministry of Industrialization, Trade and SME Development (MITSD) mandated the WBCG to spearhead these programs.

Activities and Engagements

As part of the SDI activities for the year under review the Walvis Bay Corridor Group had consultations and discussions with the MITSD. It was agreed that the WBCG would develop 20 SDI projects up to a feasible level. This process involved extensive consultations with SDI stakeholders in the northern, coastal and central regions of Namibia. In this period the consultations have not yet delivered the complete picture to realize the development of full-scale projects. There remains a lack of coordination and understanding regarding the development of new projects from concept to a level of feasibility. The WBCG has, however, recommitted itself to consult with various stakeholders in the country to explore new projects. A new process was established to collect and analyse information on prospective projects in an attempt to complete the scoping phase of the SDI project. This process also required active engagement with local authorities and project promoters.

Currently SDI projects are being developed in the context of the "Growth at Home" strategy anchored around value chains in terms of Namibia's industrialization agenda.

In order to explore the needs and requirements for short, medium and long-term funding of SDI

projects, the WBCG has embarked on extensive consultations with the Development Bank of Namibia (DBN), Venture Partners Botswana (VPB) UNIDO, IDC, DBSA, NEPAD, KfW, GIZ and the German Embassy.

Following the discussions between Namibia and South Africa in April 2015, the MITSD, WBCG and South Africa agreed that the SDI strategy would focus on developing a sound business base for cross-border value chains. This requires extensive research and benchmarking on industrial clusters and regional value chains. Some examples that we have explored and researched include UNIDO Global Value Chains in the agri-food sector, UNIDO Industrial Policy, SACU Economic Growth, IDC and NDC.

Way Forward

Faced with the challenge to convert the concepts and ideas of new projects into feasible ventures, we are networking and exploring strategic partnerships with institutions that can support such project developments. UNIDO has committed itself to work with us strategically to gain financial support for the SDI project development process.

WELLNESS SERVICES

Introduction and Background

The WBCG Wellness Service was launched in 2003 as an initiative for the road freight and logistics industry to create HIV/AIDS and STI awareness among long-distance truck drivers, sex workers and cross-border communities. We facilitate the implementation of health and wellness services along the major transport corridors in Namibia to ensure that mobile segments of the populations have access to proper health services while on the road and within border areas.



During the period under review the Wellness Service continued to increase its services to members in the transport sector through various interventions such as HIV counselling and testing, peer education training, development of public private partnership models, service delivery analysis study, M&E training and support visits. Other services include the procurement of fully converted mobile wellness clinics, four PIMA CD 4 count machines, HIV/AIDS awareness sessions with transport workers, marketing and the promotion of project activities and management training.

In line with the WBCG Wellness Service's strategic initiative to develop sustainable models, the WBCG established strategic partnerships with various stakeholders, i.e. development partners include the GIZ, United States Agency for International Development (USAID), the Society for Family Health (SFH), the Southern Africa

Development Community (SADC) through the Global Fund, Ministry of Health and Social Services (MoHSS), Ministry of Works and Transport, the Corridor Empowerment Project (CEP) and North Star Alliance. With the support of these strategic partnerships the WBCG was able to build its wellness capacity through the acquisition of equipment and other resources to enhance its range of wellness services. The WBCG Wellness project has initiated a sustainable funds generation portfolio, which allows the project to generate self-income in order to bridge possible future funding gaps. Key resources to achieve our ultimate goal are our fully operated mobile wellness clinics and three roadside wellness clinics based in Katima Mulilo, Walvis Bay and Oshikango. The mobile wellness clinics visit various companies and institutions and provide on-site rapid biometric wellness screening services. These services are fast and efficient and do not cause downtime in terms of production levels.

The operational costs of these resources are currently absorbed through the public private partnership models between the public sector (Ministry of Health and Social Services), the private sector as well as the development partners.

Activities and Engagements

During the period under review the WBCG's Wellness initiative approached a wide range of companies who required HIV counselling and testing (HCT) and biometric wellness screening services for their employees in order to set up service level agreements. We assisted these companies by managing and mitigating the impact of the HIV/AIDS pandemic and promoting healthy lifestyle campaigns through a range of assessments, surveillance, planning and monitoring strategies. The companies received a detailed report based on the outcome results of these campaigns.

An industry-specific peer educator's program was developed for our membership profile. The program aims at building employee capacity to respond more effectively to the impact of HIV/AIDS. It is available to companies in the road freight industry. In order to sustain this initiative, companies are sharing the training expenses with the WBCG.

The WBCG Wellness Service continued with the 'Moonlight HIV Testing' campaign, targeting

various hot spots and truck stops by reaching out with mobile wellness clinics. This was normally done between 17h00 and 23h00 three times a week and aimed mainly at long-distance truckers and sex workers. The campaign is producing significant results. Extensive consultations are conducted regularly with various stakeholders such as MoHSS, community leaders, political councillors and other NGOs operating in the same communities in order to raise awareness of HIV testing, care and treatment programs.

On the WBCG Wellness Service Sustainability model, progress to mobilize and leverage domestic resources from both private and public sectors is gaining significant momentum. The Ministry of Health and Social Services recently completed the mid-term review of the national HIV/AIDS response (2011-2016) where the WBCG features prominently. This increases the chances for the implementation of the PPP model. The private sector is now also contributing to the operational costs of the wellness services through our fee-for-service initiative. The model enables the WBCG Wellness service to increase its resources and depend less on donor funding.

The Wellness Service continued to strengthen its collaboration with relevant industry stakeholders, among them the Society for Family Health (SFH) and USAID.

The WBCG, through the Wellness Service initiative, joined the rest of the country to commemorate World Aids Day 2014 with activities that included an intensive weeklong HIV Awareness and Testing campaign (24-27 November 2014) in cooperation with the Ministry of Works and Transport as well as other stakeholders in the sector.

Opportunities

Opportunities to increase the reach of the WBCG Wellness Service were identified during the period under review. Engagement with various non-member transport companies in Namibia will be explored with the aim of recruiting them in order to increase our annual membership fee contributions.

The WBCG is consulting with the Ministry of Works and Transport and other relevant stakeholders to develop a Wellness Fund for the transport sector. The fund will aim at assisting employees who are currently unable to afford the rising medical costs, especially the HIV/AIDS treatment services.

The Ministry of Health agreed to support all WBCG operations by providing medical supplies to all our wellness centres and mobile clinics at no cost.

Successes

We have achieved significant growth with the Wellness Service projects during the period under review. This includes the development of key documents such as the WBCG Wellness Business Plan and the project's Communication Plan. A comprehensive Service Delivery Analysis study was done to determine the size of the market, potential customers, a membership fee structure as well as general customer satisfaction levels. Capacity-building such as peer education-training programs and senior management cadres' presentations on the impact of HIV/AIDS at workplace level were conducted. Commitment by senior management towards the project has resulted in improved participation of workers in HIV/AIDS and wellness programs at the workplace and has shown significant potential for supporting sustainable approaches.

The project also managed to keep HIV positivity rates in the transport sector below 10% over the past three years.

A MOU was signed between the WBCG and the Erongo Regional Health Directorate in the latter half of 2014. It allows for the provision of primary health care medication at our Roadside Wellness Clinic based in Walvis Bay. The technical support provided by various development partners resulted in the strengthening of our Monitoring & Evaluation system that the WBCG uses to report on all biometric wellness-screening services as well as capture data generated from the Roadside Wellness Clinics.

During the period under review the WBCG Wellness project became the first institution, after the Ministry of Health and Social Services (MoHSS), to implement CD4 count measurements at all our operational sites, including Windhoek. This enables employees who test positive to check and get the results of the strength of their immune systems immediately at the WBCG point of care, resulting in dramatically reduced downtime and increased productivity levels.

In February 2015, the Wellness Service started administering a quality assurance assessment system, called the Site Improvement through

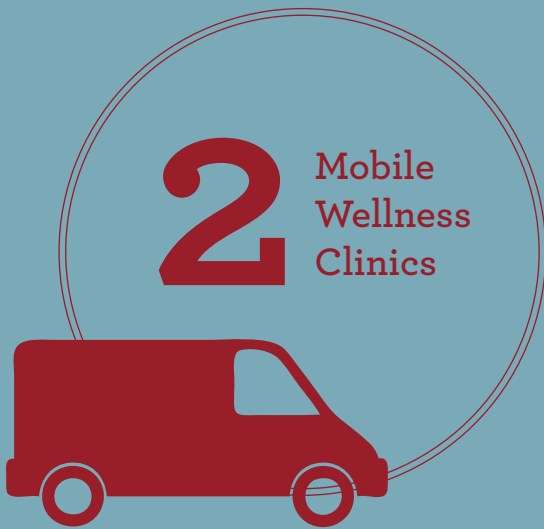


Monitoring System (SIMS) at all our clinics in an effort to improve the quality of health services at the WBCG Roadside Wellness Clinics. The project received an average rating of 80% for quality assurance.

This year also saw the WBCG chosen as the strategic implementing partner for the U.S President's Emergency Plan for AIDS Relief campaign, which is run by the Namib Times. The campaign distributes information about sexual health and education and is aimed in particular at seamen and truck drivers in the Erongo Region.

Way Forward

The WBCG recognizes the importance of building smart partnerships while facilitating and implementing high impact HIV and employee wellness interventions in the transport sector. Thus the WBCG seeks to advance collaboration with transport companies in Namibia and other relevant stakeholders such as the Ministry of Health and Social Services, the Ministry of Works and Transport and the various development partners. The WBCG is aware that there is still scope for further engagements and structured approaches with all key stakeholders to render efficient services. The implementation of these activities will in the long term ensure project sustainability and commitment from public as well as private sector institutions.



2 Mobile Wellness Clinics

MOBILE WELLNESS SCREENING SERVICES



- HIV Counselling and Testing (HCT)
- CD4 Count Measurements/Test
- STI Screening and Treatment
- Risk Reduction Counselling
- Basic Primary Health Care
- Hypertension / Blood Pressure Test
- Glucose (Sugar/Diabetes) Screening
- and much more*

WORKPLACE WELLNESS PROGRAMMES

- Design of HIV/AIDS prevention and support programmes
- Training of peer educators
- Distribution of wellness information and materials
- Access to HIV counselling and testing
- Assistance in HIV/AIDS and wellness policies for transport industry
- Promotion of affordable medical aid options
- and much more*

WELLNESS DEVELOPMENT PARTNERS

- 2005 - present:** GIZ
- 2011 - present:** SADC Global Fund
- 2012 - present:** USAID
- 2003 - 2011:** SIDA
- 2011 - 2014:** CEP
- 2013:** PEPFAR



3
ROAD-SIDE CLINICS



NUMBER OF PATIENTS ASSISTED:
+/- 50 000 patients over 15 years

ADMINISTRATION AND SUPPORT SERVICES

PROJECTS & FUNDING

Background and Introduction

The Project Development and Funding Department of the Walvis Bay Corridor Group was established with a portfolio function to assist with the project preparation and to mobilize funding for priority projects of the WBCG and members. These projects consist of infrastructural requirements for long-term and soft development, and in turn support projects which ensure sufficient capacity for growth in the corridors.

Support for the implementation of long-term infrastructure projects and capacity building for the transport and logistics sector in Namibia was reviewed during the year under review.

The Walvis Bay Corridor Group was successful in obtaining funds for capacity building through the African Development Bank (AfDB) for four areas of support, one of them Projects & Funding. This is in line with the agreement that was signed between the AfDB and the Namibian government on a middle income country (MIC) technical assistance grant. Under the agreement, funding is provided for components related to logistics and capacity building, the port expansion project, safe corridors as well as training and development.

Capacity and institutional building for the department ensures that ongoing transport facilitation advocacy activities along our corridors are maintained. The department also provides support for capacity and institutional building activities for the Walvis Bay-Ndola-Lubumbashi Development Corridor Management Committee (WBNLD CMC).

Activities and Engagements

The Project Development and Funding Department focused on the implementation of various projects. Among them is the Port of Walvis Bay Container Terminal Expansion, with a focus on logistics and capacity building as financed by the bank's MIC TA Grant.

The department also provides support to the National Logistics Masterplan (Phase III), which is included under the MIC Grant financing. The scope of this Masterplan is intended to address possible gaps and the supplementary requirements in order to ensure that the plan is comprehensive.

The growing capacity of the Port of Walvis Bay means that traffic on the said corridors is increasing - in particular of heavy vehicles. During the period under review the Projects & Funding department was also involved in the Road Safety Program on the Trans-Cunene Corridor (TCuC). When completed, the project will improve road safety conditions on the Trans-Cunene and contribute to cross-border trade between Namibia and Angola.

In anticipation of more cargo volumes expected with the completion of the new Container Terminal at the Port of Walvis Bay, it is essential that all key support elements are equally supported. The Projects & Funding department has started to spearhead the FIATA training for Namibian Freight Forwarders to add to their existing professional competence.

The department is further entrusted with the responsibility to allocate funding from the Finnish Embassy in Namibia for capacity building, coaching and mentorship of small and medium enterprises (SMEs) in the logistics sector. According to the funding agreement the WBCG will be supported for a period of two years to implement this project.

Some notable progress was made regarding the departments second leg, which deals with funding. The department initiated networking and stakeholder relations with funding institutions and

partners, including NEPAD, AfDB, DBSA, UNECA, GIZ, USAID and JICA.

The department took note of different stakeholder needs and paid attention to creating awareness among targeted audiences. Meetings were held with freight forwarders, road safety coordinating entities, ministries, logistics teams and associations as well as individual stakeholders. All the consultations were aimed at establishing a good rapport with stakeholders on each component activity.

Many opportunities exist which the WBCG can exploit in terms of securing other funding sources to fill gaps in the capacity-building area. The training and development of clearing agents operating at the borders is particularly worth mentioning.

FINANCE AND ADMINISTRATION

Review of the year

During the year under review the Finance and Administration function focused on improving and streamlining processes to enhance service delivery. Both the Accountant and Assistant Accountant positions were established to improve support to the various functions within the Walvis Bay Corridor Group. Apart from the business development and head office functions, more capacity was built to ensure a better support structure for all the projects that we are currently managing at the Walvis Bay Corridor Group. As a result we were able to provide an improved response in reporting to our partners, donors, development institutions and our members.

We continued to modernize and harmonize our information technology at the Head Office to ensure that we have a system that supports our growing needs in business and Human Resources. The WBCG knows that the future will bring more changes in Information Technology. Therefore we have to keep our systems and technology updated. This has created significant value in terms of improved communication between our Head Office and our regional and international offices, and also reduced communication costs and operational expenditure for the WBCG in general.

The fact that the WBCG operates in the international transport market makes us vulnerable to the forces of market supply and demand. The depreciation of the South African Rand, to which the Namibia Dollar is pegged, had unfavourable effects on our cash flow due to significant increases in our operational expenditure in Namibia Dollars at our regional offices.

The WBCG remains a robust company where staff turnover has been relatively low at -0.01% compared to the previous year. Capacity building through training, development, exposure and consistent improvement are the main factors that keep human resources at the WBCG.

Two new positions, i.e. Assistant Accountant and Marketing and Communications Officer, were created and filled in November 2014 and February 2015 respectively. The WBCG currently has a staff complement of 28.

As a non-profit organization the WBCG strives to develop new opportunities for funding to ensure that we have sufficient resources to perform our short and medium-term activities. Finance & Administration has played an important role in coordinating the funding of the various projects between relevant donors and internal support functions. Ongoing communication and follow-ups between these parties have ensured that the WBCG remains a strong partner to the relevant development institutions. The WBCG's strict adherence to corporate governance, transparency and accountability has allowed us to consistently ensure that we can utilize opportunities in the form of new and continuous project funding from relevant donors. Our strength lies within the consistent improvement and delivery of our various projects such as the Wellness Service, Projects and Funding portfolios as well as the SDI and Logistics Hub projects, which are leading us to new opportunities in the national, regional and international markets.

Successes

The continuation of our projects and operations is a clear testimony of our successes and the confidence which our donors, members and stakeholders have in the WBCG. With the support of the Projects and Funding portfolio, the development of long-term funding remains a priority to provide for the gaps in WBCG activities. The WBCG has always received unqualified annually audited financial statements from its external auditors, which includes the donor-funded projects.

15 YEARS

SUPPLEMENT



WALVIS BAY
CORRIDOR
GROUP



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WBCG celebrates 15 years in logistics

Pg 42

Johny Smith named Africa's logistics CEO of the year

Pg 43

International highlights in the year under review



WBCG celebrates 15 years in logistics



From the left are WBCG CEO, Johnny Smith with President of Namibia, Hage Geingob, the Minister of Works and Transport, Alpheus !Naruseb, and the Chairman of the WBCG Board, Bisey Uirab

In the 15 years of its existence the Walvis Bay Corridor Group (WBCG) has made significant progress in positioning Namibia as the number one logistics hub in the SADC region.

In August 2015 the President of the Republic of Namibia, Dr Hage Geingob, joined us in Swakopmund to mark this significant milestone.

The anniversary celebration was attended by cabinet ministers, presidential advisors, chief executive officers, owners of logistics companies and other local and international public and private stakeholders.

“Transport and logistics is an important sector that we selected to boost our industrialization drive. I thank the WBCG for the relentless effort it has put into developing routes between our ports and border points, as well as the rest of the SADC,” Dr Geingob said.

As part of our public-private partnership arrangement our agenda has always been driven by the goal to

support Namibia’s national imperative of promoting trade with our SADC neighbours. Through this and other government initiatives Namibia has offered trade opportunities and access to the global market to landlocked countries such as Zambia, Botswana and Zimbabwe. In addition the WBCG has made great strides over the years in marketing and supporting our country’s transport sector to facilitate cross-border trade.

The WBCG was established in 2000 to promote the utilisation of the Walvis Bay Corridors, a network of transport routes which principally comprises the Port of Walvis Bay, the Trans-Kalahari Corridor, the Walvis Bay-Ndola-Lubumbashi Development Corridor, the Trans-Cunene Corridor and the Trans-Oranje Corridor.

The WBCG has celebrated many notable milestones since its inception. During the past 10 years the WBCG managed to grow corridor volumes from a base of zero to more than 750,000 tonnes per annum and thereby boosted new income for the transport and logistics sector by more than N\$ 500 million.

In an effort to diversify the promotion of business development in regional markets, the WBCG established four branch offices in Zambia, South Africa, the Democratic Republic of Congo (DRC) and Brazil. In 2011 the WBCG won third place for 'Innovative Partnership in Service Delivery' at the CPSI All Africa Public Service Innovation Awards. The WBCG was also selected to form part of the Port Cluster Governance Committee that was created by the Global Logistics Institute in 2010.

Government is a crucial stakeholder as it creates a policy environment that is conducive to a flourishing trade and makes funding for infrastructure development available, which further enhances trade. More recently the government decided to invest significantly in all four components of our transport infrastructure and increased the transport sector budget by 39%.

President Geingob as well as our Minister of Works and Transport, Alpheus !Naruseb, have announced that plans are currently underway to revamp our railway sector in order to boost trade.

"In addition to the upgrading of our railroad infrastructure, efforts to expand our railway lines should continue. These include strategic projects such as the railway line between Botswana and Namibia, as well as the railway line between Namibia and Zambia, via the Zambezi region," the President said.

The Chairperson of the WBCG Board, Bisey Uirab, said that the time is ripe to transform our transport corridors into corridors of economic development so that they ultimately become a network of supply and distribution channels linked to our key strategic port – the Port of Walvis Bay.

"I am confident that the completion of the expansion project at the Port of Walvis Bay by 2017 will go a long way in establishing Namibia as a regional logistics hub and will further support the Government's stated intention to develop an industrialized economy," Uirab said.

Uirab also explained that the WBCG is ready for transformation in order to coordinate public and private sector efforts to turn Namibia into a regional logistics hub.



WBCG Board Chairman, Bisey Uirab, speaking at the celebration of the WBCG 15 year anniversary



President Hage Geingob at the WBCG 15 year anniversary



Namibia as the Singapore of Southern Africa -

An Analysis by Jenik Radon

RIGHT NOW Namibia is at a crossroads. Its political, social and economic indicators put it firmly in the pack of middle-income developing countries. The government has mapped out a strategy for national development and made solid steps towards its implementation since the adoption of Vision 2030 in 2004.

If this measured approach to development is maintained, Namibia's people are likely to see a gradual increase in their quality of life over the next 15 years. However, this plan only scratches the surface of the country's true potential.

A more rapid and revolutionary approach to development that emphasizes Namibia's capacity to become a world class logistics and transport hub for all of southern Africa, supported by a carefully designed natural resource fund, would allow Namibia to leapfrog from its place in the middle of the pack into a new league among the most dynamic and prosperous economies of Africa and the world.

With its prime geographic location, socio-political stability, human capital and sound bureaucratic infrastructure, Namibia has the potential to become the Singapore of southern Africa. This means aiming high. Singapore is a country that rapidly transformed its economy in just 50 years by positioning itself as a vital hub in a competitive region. Namibia should follow its example by: 1) rallying the country around a shared vision, 2) establishing a natural resource fund, 3) investing in health and human capital development, and 4) curbing corruption at all levels.

When I first visited Singapore in 1971, mosquito-laden swamps had not yet been drained in sections of the city and its socio-economic indicators were similar to those of Namibia today. Just 45 years later Singapore has become one of the world's most advanced economies with a highly educated population, one of the world's leading universities and impeccable infrastructure, serving as a logistics and transport hub for all of Southeast Asia. This transition happened so swiftly and directly because Prime Minister Lee Kuan Yew recognised the true potential of Singapore's prime location in Southeast Asia. He laid out a clear vision for Singapore's future as a regional hub, giving the population something to work for collectively.

Vision 2030 already lays a foundation for Namibia's transformation into a regional hub. However, the image of Namibia as a centre for the region needs to be communicated more effectively and frequently to the population. Emphasis should be put on Namibia's unique potential. Upgrading the deep water Port of Walvis Bay would cut the distances



that people and shipments need to travel to reach strategic locations in southern Africa by hundreds of miles. With upgrades to the rail system and port infrastructure, Walvis Bay can become a port for minerals from Angola, Zambia, Zimbabwe and Botswana. This vision of Namibia at the centre of the region must be part of all policy planning, and it also needs to be constantly communicated to domestic and international audiences until it becomes a reality.

Namibia is blessed with natural resources. However, as we know, natural resources can become a curse if economies rely too heavily on them at the expense of dynamism in other sectors. Natural resources need to become the motor for development in the logistics and transport sectors. And for natural resources to become the motor for Namibia's development as a world class regional hub, Namibia needs a smartly crafted natural resource fund that manages and reinvests the profits from natural resources. With a profitable natural resource fund, much like that of Norway, Namibia can both save money for future generations and invest now in a health, education and infrastructure development that will facilitate its transformation into a logistics and transport hub.

Namibian officials are not only well educated and internationally minded, but they have also adopted norms of business and professional etiquette that many officials in developing countries ignore. When I send an email to a Namibian official I invariably get a timely, coherent response. Moreover, with English as the official language and a large segment of the population fluent in German, the language of the EU's economic and commercial centre, Namibia can readily conduct business globally. These linguistic proficiencies and engrained norms of professionalism will help Namibia become a world-class regional hub.

However, there is still more to do on this front. The influx of insurance companies, financial institutions and major international companies invariably involved in the logistics and transport industries will open up unprecedented employment opportunities in Namibia. But the population needs to be in a position to take advantage of these opportunities. Like the Asian Tigers of South Korea and Singapore, the Namibian government must make it a high-level priority to further improve the human capital through health and education.

Another factor that facilitated Singapore's dramatic economic success was its anti-corruption reform. Transparency International currently ranks Singapore as the 7th least corrupt country in the world. Namibia by comparison is ranked 55th. In order to transform the economy effectively and swiftly, the Namibian government needs to set the goal of being in the top 10 of the world's least corrupt countries. By cracking down on corruption at all levels in the government and society, particularly in the natural resources sector, Namibia will gain the means and reputation to position itself domestically and internationally as a world-class regional hub.

Change never happens overnight, but with clarity of vision and commitment to its implementation, Namibia is poised to become one of the most dynamic economies in Africa and the world.

• *Jenik Radon is a lawyer who specialises in natural resource development and sustainable use in emerging nations. He teaches courses on oil rights and energy security at Columbia University's School of International Public Affairs.*

Source: The Namibian newspaper (19 June 2015)

JOHNY SMITH NAMED AFRICA'S LOGISTICS CEO OF THE YEAR



The Chief Executive Officer of the Walvis Bay Corridor Group, Johny M. Smith, is the 2014 continental winner in the logistics section of *Titans – Building Nations*, an award programme by CEO Communications. The prestigious annual award ceremony took place at the Gallagher Convention Centre in Johannesburg on 30 October 2014.

CEO Communications, a South African media company, acknowledges

the influence of men and women in various business sectors with the award programmes *Africa's Most Influential Women in Business* and *Government and Titans – Building Nations*. Some 11 500 nominations were received from 43 countries across the African continent. More than 600 illustrious guests gathered for a glittering gala dinner in honour of the continental winners in each of the 20 business sectors that are open for the contest. Most of the finalists of the regional selection process in South Africa, Mauritius, Zambia, Kenya, Uganda, Egypt, Ghana and Cameroon were able to attend. Programme director Derek Watts and celebrated singer Yvonne Chaka Chaka added further sparkle to the star-studded business event.

Johny Smith received the country, regional and continental titles for his informed and non-traditional approach to leadership. "This could not come at a more opportune time, now that the goal to develop Namibia as a logistics hub has been incorporated into the National Development Plan 4. I feel very blessed and honoured to receive this award as recognition for exploring the trade opportunities for other countries via Namibia during the past eight years at the WBCG", Smith said.

The CEO of the South African Maritime Safety Authority SAMSA, Tsietsi Mokhele, emphasized in his address that Africa needs more authentic leaders with integrity, credibility and technical competence - men and women who are able to find solutions to the problems faced by the people of the African continent.

International Highlights in the Year Under Review

MARCH 2015



Stakeholders meet to finalize logistics Masterplan

The Walvis Bay Corridor Group (WBCG), together with the National Planning Commission (NPC) in March last year held a workshop in Swakopmund to discuss the final report outlining the roadmap for Namibia's envisaged Logistics Hub with stakeholders.

The private sector and other stakeholders from all over Namibia came together to provide their input.

The aim of the workshop was to continue the consultative approach that was adopted by stakeholders within the logistics sector at the inception of the logistics hub in 2013.

The draft report, titled 'The Project on Master Plan for Development of an International Logistics Hub for SADC Countries in the Republic of Namibia' provides a detailed future image of the envisaged logistics and distribution hub in Namibia.

The Master Plan identifies all the key policy measures and strategies that are necessary for us to achieve our desired outcome. The Master Plan was drafted in collaboration with the assistance of the Japanese Government through the Japan International Cooperation Agency (JICA), who presented the final report.

MARCH 2015

WBCG wellness service partners with Namib Times

The Walvis Bay Corridor Group's Wellness Service in March 2015 entered into a partnership with a local newspaper, the Namib Times, to provide educational materials for behavioural change as part of a campaign to sea going personnel, uncircumcised men and truck drivers in the Erongo region.

The initiative comes after the Namib Times was granted US\$25 000 by the U.S. President's Emergency Plan for AIDS Relief (PEPFAR) for the year 2015. The Namib Times then selected the WBCG to be its implementing partner. The WBCG was able to promote its services through the newspaper.

The Namib Times is a daily newspaper that has been serving the coastal community with news, features and commercial advertising since 1958.

With the allocated funds, the WBCG and the newspaper were able to target the special populations of the Erongo Region with messages that increased public awareness of the value of sharing one's HIV/AIDS status with loved ones, and thus help save lives.

The theme of the campaign was "Share your status with those you love".



APRIL 2015

WBCG showcases Walvis Bay as alternative route for Brazil

Namibia has a clear vision to become a regional leader in logistics and distribution in Southern Africa, as captured under our current National Development Plan Four (NDP 4). In order to prepare for the development of Namibia as a logistics hub, the Government of the Republic of Namibia, with technical support from the Government of Japan, has commissioned The Project on Master Plan for Development of an International Logistics Hub for SADC Countries in the Republic of Namibia - "Namibia Logistics Master Plan".



The Walvis Bay Corridor Group has been mandated as the executing agency for the Namibia Logistics Master Plan, coordinated by the National Planning Commission and under supervision of the Ministry of Works and Transport. A fully functional Logistics Hub unit has been established at the WBCG offices in Windhoek.

A key component of the Logistics Master Plan is the regular engagement of all relevant stakeholders through stakeholder meetings, information sessions and workshops. Since inception of the Project various stakeholder engagements were conducted across Namibia, including information sessions in our neighbouring countries. The first Logistics Hub Sectoral workshop was held in Swakopmund on 19 and 20 September 2014. The main objective of this Logistics Hub Workshop was to provide an update to all key stakeholders on the progress of the Master Plan study and most importantly to facilitate greater understanding among stakeholders of the process and the outputs of the Project.



Forum launched to aid Namibia’s logistics hub aspiration

The Walvis Bay Corridor Group (WBCG), in collaboration with South Africa’s Transport Forum, launched the Namibia Logistics Hub Forum in Walvis Bay on Friday, 05 December 2014. The Logistics Hub Forum is a platform to engage stakeholders within Namibia’s logistics and transport sector, which aims to create awareness with regard to information pertaining to the sector. As part of the NDP4, it is Namibia’s national goal to become the Logistics and Distribution Hub for Southern Africa. The Logistics Hub Forum is meant to contribute to the conversation and form the type of collaboration that will eventually lead towards achieving this national goal. The Forum will host monthly discussions covering various topics related to the logistics and transport sector. Credible speakers on transport and logistics related themes of national relevance will be invited to present their perspective on specific disciplines within this sector. The knowledge derived from these sessions will be made freely available to all participants. Forum discussions were scheduled to start in February this year. The Logistics Hub is a project under the WBCG. The mission of the WBCG is amongst others to facilitate and promote transport and trade along our secure and reliable corridors as well as provide innovative service offerings to our customers.



WBCG signs agreement with SASTALC

The Walvis Bay Corridor Group (WBCG) is committed to facilitating and promoting transport and trade along our secure corridors. In line with this goal we are continuously identifying new, cost effective and faster ways to create links and connect southern Africa to the rest of the world in terms of trade and logistics.

In May 2015, in an effort to further strengthen this commitment and draw the attention of our cargo owners and logistics service providers more closely to the developments in the regional market, the WBCG signed a membership agreement with the Southern Africa Shippers Transport and Logistics Council (SASTALC), which is based in South Africa. In the council’s own words SASTALC is currently on the way “to become a public-private partnership of the cargo owners and their transport and logistics service providers membership organization, with the objective to represent the interests of its members and the industry as a whole, throughout the supply chain and to collaborate with government and other related associations to promote and support a healthy logistics climate throughout the Southern Africa business environment. As such we aim to work closely with the relevant government departments in matters pertaining to the national and regional freight, transport and logistics legislation, policy and procedures for infrastructure as well as services that facilitate cost effective reliable and safe globally competitive supply chains.”

By joining SASTALC the WBCG is now able to network and connect with other members representing the transport, logistics and shipping industries. This in turn will enhance our communications with stakeholders in terms of information sharing. With the goal to be at the forefront of developing a world-class transport infrastructure in southern Africa, the WBCG has the role of a facilitation centre. We want to ensure that we collaborate in the drive to continuously improve operational efficiencies and establish globally competitive supply chains which are integrated, safe, secure, reliable and sustainable.

WBCG represented at the Katanga business meeting

The Walvis Bay Corridor Group (WBCG) engaged with trade and logistics stakeholders at the 2nd Katanga Business Meeting (KBM) which was held in Lubumbashi, Democratic Republic of Congo (DRC), in June 2015.

The KBM offers a platform for small and medium-sized businesses as well as large enterprises to generate concrete business opportunities and promote the emergence of a versatile and complementary professional network.

Emerging business sectors in the region such as transport and logistics, infrastructure and construction, IT and telecom, mining and industry, services to private individuals, services to professionals, agriculture, automotive and equipment as well as banking and finance were represented at the 7000 square metre exhibition space and drew about 5000 visitors.

The WBCG attended the KBM to create awareness of the benefits and opportunities of utilizing the Walvis Bay corridors as the preferred trade route between landlocked southern African countries and international markets via the Port of Walvis Bay.

Our Business Development Manager for the DRC, Kabash Munung, participated in conferences and workshops which provided valuable insights into the role of the WBCG as an agency that facilitates and promotes transport and trade along our secure and reliable corridors, as well as using the public-private partnership (PPP) model to enhance infrastructure development.





SEPTEMBER 2015

WBCG PROMOTES WALVIS BAY AT 2015 AFRICAN COPPER CONFERENCE

The Walvis Bay Corridor Group (WBCG) in September joined logistics companies, mining houses, equipment manufacturers and suppliers and many others in Lusaka, Zambia for the 2015 African Copper Conference. The conference brought together more than 60 delegates from more than 50 companies based in 15 different countries and the focus was on the exploration, extraction and production of copper in Africa.

Africa's copper potential continues to hold the interest of the global mining community. Zambia and the Democratic Republic of Congo (DRC) are striving to meet higher production targets and supply is growing in countries such as Botswana and Namibia.

The conference gave the WBCG access to what mining companies are doing and where logistics and supply chain solutions can be offered in the various processes involved as well as the opportunity to sell our offering as to the Port of Walvis Bay.

We shared with delegates our operations and the benefits of the potential that lies in utilizing our network of transport corridors. With Zambia being a mining country, we need more conferences such as this in order to open up existing unlocked opportunities.

FEBRUARY 2015



First shipment handled by Botswana Dry Port

The Botswana dry port facility that is located at the Walvis Bay Dry Port in Namibia has become operational and handled its first shipment of vehicles in February 2015.

The vehicles, which were destined for Botswana, were transported from Walvis Bay to Botswana using one of our safe and efficient corridors, namely the Trans Kalahari Corridor (TKC). The TKC comprises a tarred road linking the Port of Walvis Bay with Botswana and the industrial powerhouse of South Africa, Gauteng. It has a transit time of 48 hours and is supported by a railway line from the Port of Walvis Bay to Gobabis (via Windhoek), where transshipment facilities are available, and continues from Lobatse in Botswana.

Botswana leases a 36 200 sqm portion of land at the Walvis Bay Dry Port where it has established a dry port to facilitate and fast-track import/export activities within the Southern African Development Community (SADC) region.

OCTOBER 2014

WBCG promotes Walvis Bay at the Port Finance International Conference in the Netherlands

As Namibia prepares to transform into the logistics hub for southern Africa and neighbouring countries, the Walvis Bay Corridor Group (WBCG) continues relentlessly in its efforts to create awareness about ongoing developmental projects in the country to attract foreign investors in order to grow our transport and logistics sector. WBCG Chief Executive Officer Johny Smith in October 2015 attended and presented at the Port Finance International Conference that was held in Amsterdam under the theme 'Unlocking the Bottlenecks in Africa's Ports'.

International delegates from all over the world who, amongst others, included Port and Terminal Operators, Railway, Logistics and Freight Forwarding companies, Shipping Lines, Port Authorities, Port and Terminal Service and Equipment Suppliers, Development Banks and International Financial Institutions, as well as Shipyard Operators attended the conference.

For us as the WBCG, attending and presenting at this conference was an opportunity to engage with different stakeholders. It was also a great opportunity to present Walvis Bay as a case study in terms of how the Port development has helped us to connect Namibia to the neighbouring countries, as well as the corridor network to the hinterland of the SADC region. "We have actually added value in terms of the SADC economy," Johny said. Additionally, it was important for us to put our Logistics Hub development on the table as our current project to take us into the future, because as we move forward, we need people from the outside to assist us in terms of developing this initiative. What was most outstanding was the fact that people from outside Africa are really excited about the developments here in Africa. Some people did not know what we are doing in Namibia and are now very supportive and good ambassadors of Walvis Bay. In general, they believe that there is a great future for Africa in terms of Port and infrastructure development," Johny said.

"We need to continue to create awareness about what we are doing to attract foreign investors to grow our transport and logistics sector in Namibia because we have limited service providers and suppliers for this industry to develop. We therefore need to talk to outside people to tell them there is this opportunity and this will then allow us to get some of these people to Namibia to either bring their business here, bring their expertise here, but eventually to help us grow this sector," Johny said.

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