

ANNUAL REVIEW

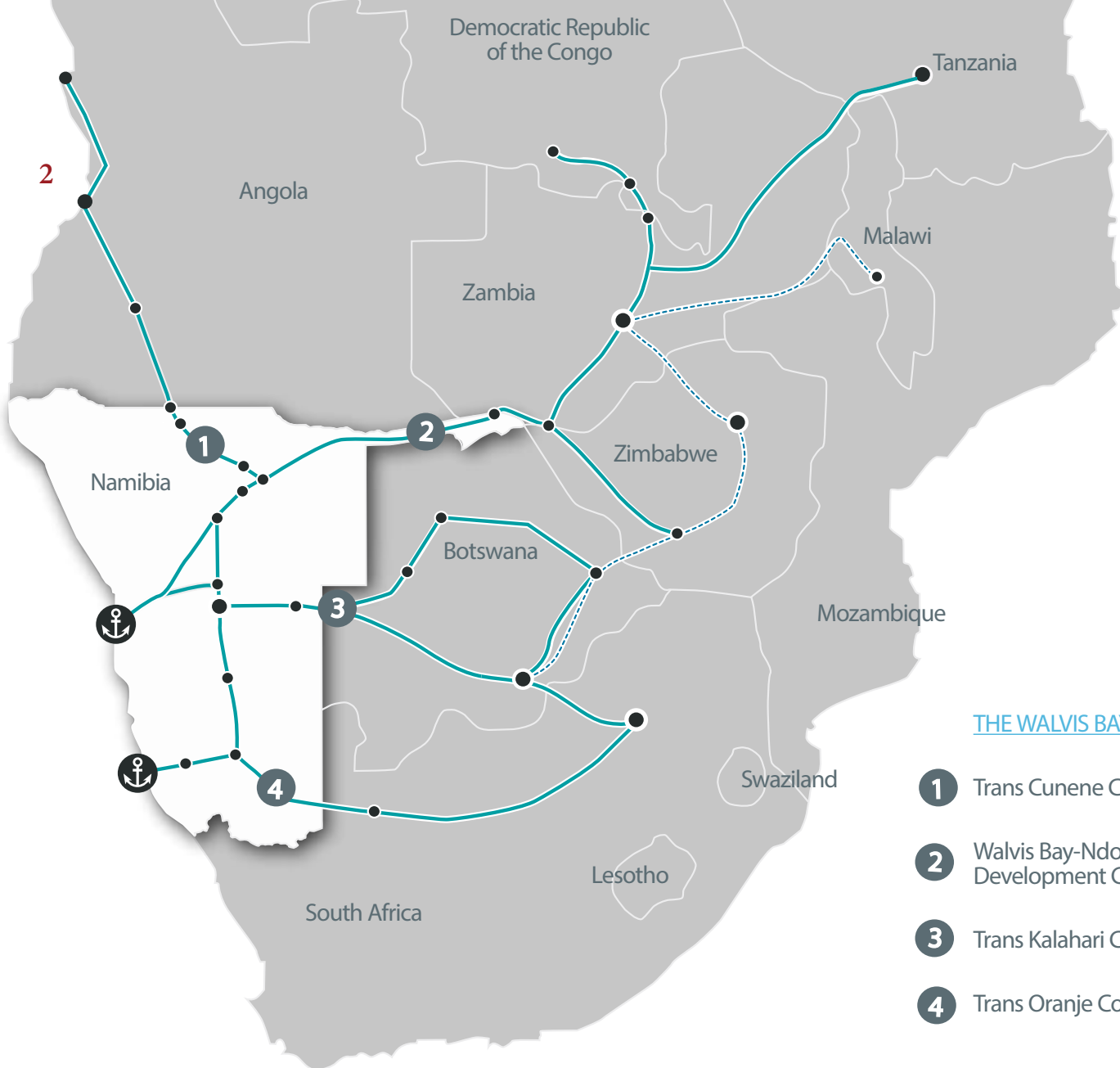
2017/18



**Connecting Southern
Africa to the rest of the world**



**WALVIS BAY
CORRIDOR
GROUP**



THE WALVIS BAY CORRIDORS:

- 1** Trans Cunene Corridor
- 2** Walvis Bay-Ndola-Lubumbashi Development Corridor
- 3** Trans Kalahari Corridor
- 4** Trans Oranje Corridor

The Namibian Logistics Hub initiative

Transforming Namibia into an International Logistics Hub for the Southern Africa region.



**WALVIS BAY
CORRIDOR
GROUP**

The Walvis Bay Corridor Group's Annual Review
for the period 1 September 2017 to 31 August 2018.

CONTENTS

CORPORATE PHILOSOPHY

04/05

MANAGEMENT REPORT

06/11

BOARD OF DIRECTORS

12/13

MANAGEMENT

14

MARKETING &
COMMUNICATIONS

16/18

INTERNATIONAL & REGIONAL
BUSINESS DEVELOPMENT

20/25

CROSS BORDER
FACILITATION

26/29

SPECIAL PROJECTS

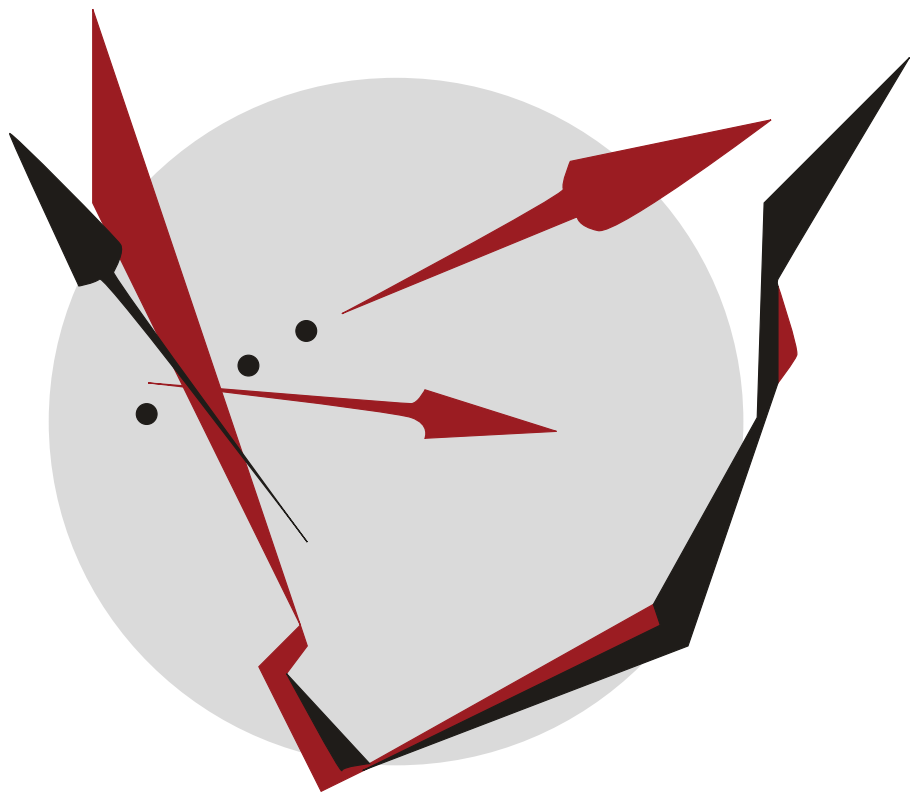
31/39

SUPPORT SERVICES

40/43

HIGHLIGHTS

44/48



CORPORATE PHILOSOPHY

VISION

We shall facilitate the best logistics hub for Africa.

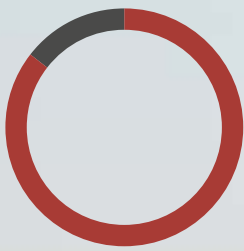
VALUES

- Good Corporate Governance
- Confidentiality
- Integrity, trust and mutual respect
- Teamwork

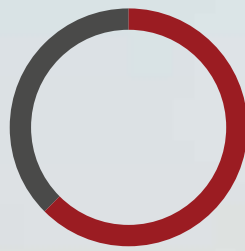
MISSION

We are committed to:

- Promote trade along our corridors.
- Provide innovative and competitive service offerings to our customers.
- Add value through our unique Public-Private-Partnership (PPP).



**BUSINESS
DEVELOPMENT**




**MARKETING &
TRADE PROMOTION**



**PROJECT
MANAGEMENT**



THE WALVIS BAY CORRIDOR GROUP



*Chairman
of the
Board of
Directors,
Mr Bisey
/Uirab*

CHAIRMAN'S REPORT 2017/18

We are now entering the third year of our strategic plan, which is defined over a period of 5 years until 2021. The Walvis Bay Corridor Group, through our various partnerships, engagements and activities, remains committed to deliver quality service to our members and the Namibian Nation at large as we continuously adapt to changing circumstance, to ensure we fulfill our mandate.

Africa at large and the SADC Region in particular have gone through a troubling period the past 2 years. Namibia was not spared these challenging times with our Nation facing an economic downturn that affected most sectors. Government has embarked on a number of stringent austerity measures that saw a host of capital projects and other large Government Procurement programs put on hold. This in turn had a negative impact on the economy as several large budget cuts placed severe pressure on sectors such as construction, wholesale and retail trade.

Despite these challenges it is pleasing and exciting to note a positive result in our corridor volumes over the 2017/18 financial year. Through the efforts and cooperation of all stakeholders, supported by our regional offices the WBCG Corridors recorded a 45% increase in volumes compared to the previous year. This is testament of the ongoing collective efforts to enhance our service offering through the Port of Walvis Bay to be more cost effective whilst remaining steadfast in delivering safe and secure transit through Namibia. We look forward to achieve another good performance with the support from all stakeholders.

Corridor Development to enhance Regional Trade

As a country blessed with latent advantages such as our Geographical location, well recognized ports and located on major trade lanes, Namibia has a responsibility towards Regional Trade Development and Integration. It is with this important factor in mind that the WBCG continues

to play an active role in Corridor Development that has Continental Impact.

Over the years the WBCG operating model, specifically our PPP set up, has been used as a benchmark for other Corridor developments on the continent. We remain an important voice on the significance of inclusive discussions on high level platforms where industry and private sector operator's views, opinions and importantly real operational inputs can be brought to the attention of Governments across the Continent.

The WBCG's commitment to corridor development remains steadfast as we continue to facilitate smooth transit routes for traders via the Port of Walvis Bay. We have a strong focus on enhancing our regional presence to allow us to engage all countries connected to Namibia to ultimately reduce the cost of doing business in the region and thus contribute to socio-economic upliftment.

Sustainability in the face of Economic Challenges

The WBCG operates in a demanding and ever changing environment which requires adoption of a host of new ideas and a keen focus on sustainability, firstly as an organization, but importantly on the critical role and mandate we have. Coordination of all key stakeholders' efforts to ensure a robust transport and logistics sector remains at the forefront of our strategic interventions.

Long term sustainability dictates strong management of short term challenges and implementation of ideas and programs to further diversify our service offerings to members and to ultimately ensure real benefits are derived from our interventions.

The Board and I remain confident in the WBCG's prospects and encourage members to continue to engage the team and access our institutional strengths and diversified portfolio which we believe can continue to be of benefit to members.

On a National Level Government has since 2015 set on a deliberate path to position Namibia as the Preferred Logistics Hub for Landlocked SADC. This is fully captured in both our National Development Plans 4 & 5 with the WBCG continuing to play an active and leading role to ensure effective rollout of identified programs. This is indeed an ambitious national agenda which requires a steadfast approach and as the mandated Implementing Agency for the Namibia Logistics Master Plan, the WBCG are at the forefront of these developments.

Despite a number of successes achieved over the past year we remain cognizant of other developments in the Region, specifically in competitor ports. South Africa embarked on major development and investment in the Port of Durban and likewise we've seen huge investment in Maputo

and Beira. The North South Corridor remains high on the agenda of SADC and similarly Dar Es Salaam continues to be the most used port for Zambia and DRC. Angola identified opportunity to expand Lobito port and rail way line to border with DRC which is in direct competition with our Logistics Hub Initiative.

Whilst these regional developments could be seen as concerning the WBCG remains optimistic that we have a window in which we can enhance and cement our Ports and Corridors in order to attract a bigger percentage of the regional trade volumes. Focusing on service delivery, enhanced safety and security, attractive incentives for further investment and streamlining business processes would allow us to achieve continued double digit growth in terms of volumes to and from the respective countries.

On an institutional level the WBCG remains actively involved in a number of National and Regional programs and the various projects are all doing well, despite the challenging environment over the past 2 years.

The WBCG remains a host to the Walvis Bay-Ndola-Lubumbashi Development Corridor Secretariat, which is an important Trilateral platform for the member states of the DRC, Namibia and Zambia to address common challenges regarding trade facilitation along this corridor. Great inroads have been made to make this a permanent portfolio and the WBCG continues to engage all three Governments.

The Africa Corridor Management Alliance (ACMA) which the WBCG also host, is now in final stages to be fully registered in Namibia that would further boost the WBCG role as a model corridor and open up further opportunities specifically in light of the African Free Trade Agreement.

Our Wellness Department has made tremendous inroads in the fight against HIV / Aids and general drives and workplace wellness programs. WBCG Wellness Service is now a strategic partner to a number of high level Regional and International Organizations, including our Ministry of Health and Social Services and remains on the forefront of this import health and wellness interventions. A key focus this past year was on the sustainability of the Wellness Department, which was successfully implemented through a number of new projects as well as revenue generation to

Our Spatial Development Initiative (SDI), in partnership with the Ministry of Industrialization, Trade and SME Development (MITSMED) remains on a slow pace as a result of measures in place by Government to prioritize certain projects and programs. We continue to engage MITSMED as this initiative has far reaching economic implications for the country if properly managed and supported.

The Namibia Logistics Hub Project, hosted by the WBCG, continues to lead, engage and coordinate Government

and Private sector efforts to achieve the desired outcome of positioning Namibia as Logistics Hub for SADC. Over the past year we have rolled out a number of new initiatives and studies and continue to strengthen relationships with development partners.

The Core mandate of the WBCG remains that of creating value for our members by effectively promoting the port of Walvis Bay and our network of rail and road. Moving forward our focus will be on defining strategies to increase market share in the Region. To that effect and with support from GIZ, the WBCG rolled out a Strategic Marketing Strategy Study as well as the very first Namibia State of Logistics Report. The outcomes of these studies will guide the WBCG and members on best options to attract more business via the Port of Walvis Bay and allow the WBCG improve its corridor management programs.

The Markets covered under the Walvis Bay-Ndola-Lubumbashi Corridor, which include Zambia, DRC, Zimbabwe and Malawi remains the most active and attractive markets. It is for this reason the WBCG will increase its efforts on this Corridor to attract more volumes.

The Brazilian market, as the closest International Market to SADC, remains of great interest to the WBCG. Going forward we will assess our investment and programs in this market and continue to engage shipping lines to induce direct calls to Walvis Bay. To that end a number of meetings with held with all major shipping lines, a host of cargo owners and the general forwarding community in the region.

Trade Facilitation efforts continue to receive high priority as this would ultimately benefit members and industry at large. We will step up our awareness programs and focus on new markets to create interest in our Corridors.

Despite a challenging market we believe that the region provides immense opportunities and with a keen eye on the African Free Trade Agreement, we will continue to assess our programs, projects and interventions to ensure delivering on our mandate that of generating volumes through the port of Walvis Bay.

Maintaining Robust Strategic Partnerships

Operating in a demanding and ever evolving industry it is of critical importance to forge, build and maintain strong partnerships. During the past year the WBCG has enjoyed great support from members, partners and Government that allowed us to deliver on our mandate and to perform above expectations on a host of programs and projects.

We extend our gratitude to all partners and will continue to embrace the relationship build over the year. The Logistics Hub Project continued to be supported by GIZ and JICA, both financial and technical support.

Our Wellness Department made great inroads to establish partnerships which resulted in new funding for the next 3 years. We are grateful to USAID, SFH, Global Fund-Nanoso and our Ministry of Health and Social Services.

Significant emphasis will be placed during the year ahead to foster new relationships and partnership to enhance the service delivery to our members.

Into the future

Developments in the Region provides immense opportunities for Namibia. The Namibia Logistics Hub Project will remain a key priority for the WBCG as the successful implementation thereof would have significant impact on all other sectors. Transport and Logistics is a catalyst for all other industries and as such we will continuously seek innovative ways to enhance the Logistics Sector, including a key focus on capacity building.

The imminent completion of the New Container Terminal at the Port of Walvis Bay presents both a challenge and an exciting opportunity as we increase the capacity to handle more volumes with state of the art equipment. The WBCG will double its efforts to promote this massive investment in the region and beyond.

Considering the ultimate objective of the Namibia Logistics Hub Project, that of enticing multinational companies to establish themselves in Namibia and as a key focus in our strategic plan, the WBCG will also finalize plans to establish further direct international presence. The EU market, as one of the biggest trading partners with SADC, has been identified as the first priority and great progress has been made with the potential to establish a WBCG office in one of the major centers in Europe. This will allow the WBCG to enhance our promotion of Namibia and provide members with another avenue to facilitate business opportunities.

The WBCG Employees remain at the forefront of delivering on the mandate of the organization and as such we will continue to ensure a conducive working environment focusing on further capacity development. Our members are at the heart of the service delivery and service to members' benefit will continue to be the guiding factor in all our activities.

Finally, I would like to thank my fellow Board Members, the WBCG management team and staff and importantly our members for your continued support, commitment and dedication as we traversed the challenging environment over the past year. It is my sincere hope to continue in the same vein as we work together to unlock the opportunities ahead of us.

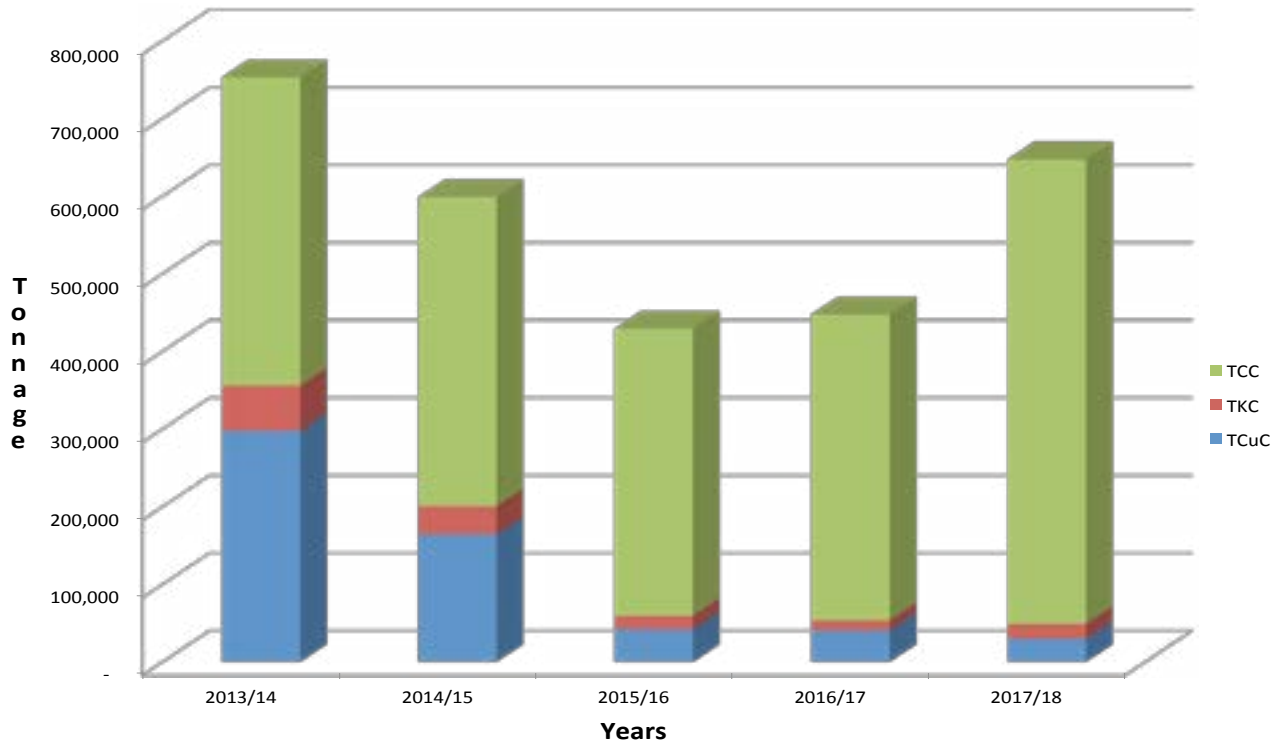


*Acting Chief
Executive Officer,
Mr. Clive Smith*

CEO'S REPORT 2017/18

Given the space the WBCG operates in, as we all as our mandate, 2017/2018 was a year filled with exciting developments, changes as well as a host of opportunities. Looking at Namibia specifically, we continued to face challenges with a depressed economy that had a negative impact on us all and our Government had to continue with fiscal consolidation and further austerity measures. Despite these challenges the WBCG model allowed us to continue with seeking opportunities to enhance our service to members, the Nation at large and importantly continue to solidify Namibia's Logistics Hub Vision.

Transport and Logistics is an ever-changing industry and as such private sector as well as Governments needs to constantly evolve in order to remain relevant in terms of efficiencies and costs. Namibia has itself not been spared from Global Forces that had an impact on for instance International Maritime Trade. In terms of the Walvis Bay Corridors, serving as a Trade Route to our Landlocked Neighbours we saw a number of initiatives in the region all responding to the economic opportunities in SADC. We see development in South Africa in their Ports, investment in Angola and Dar Es Salaam, which all focus on attracting greater share of the regional logistics supply chain. Private sector operators has been faced with pressure on cost and thus also had to and continue to be more innovative in their approach towards these market changes. As an institution entrusted with the overall Promotion and Marketing of the Namibia Logistics Sector, the WBCG also had to make some changes in our approach to the market. This included fostering stinger alliances and closer working relations with our members as well as users, existing and potential, of the Walvis Bay Corridors. We remain constantly vigilant of changes in legislation or policies that effects trade and thus continue to engage various platforms in the region and Continent at large. The WBCG thus will continue to evolve and align its strategies to anticipate and effectively reposd to market conditions.



Walvis Bay corridors transit cargo volumes through the Port of Walvis Bay - Five year comparison 2013-2018

In 2018 our focus was on sustaining the momentum gained under the Logistics Hub project whilst enhancing our business development activities and thus create an ever-effective environment to attract new opportunities to Namibia. The Walvis Bay Corridor Group (WBCG) is considered as a best practice in terms of Corridor Management Institutions and we constantly strive to develop relationships that focus on regional integration.

Our business development activities through our offices in South Africa, Brazil, DRC and Zambia, were evident in the higher volumes recorded through the Port of Walvis Bay - achieving a 47.5% increase in volumes from 493,271 tonnes during 2017 to 727,568 tonnes in 2018. This role of attracting more cargo through our Ports onto our Corridors has become more crucial due to the commissioning of the new Container Terminal in Walvis Bay, planned for August 2019. The additional consolidated efforts of Industry stakeholders are valuable to attain the increased volumes needed.

The wellness concerns of our industry workers remains a key focus area. Together with our development partners, we opened another wellness clinic in Windhoek, which now brings the total of WBCG Wellness Roadside Clinics to four – located in Walvis Bay, Windhoek, Katima Mulilo and Oshikango.

Our Logistics Hub programme continues to gain traction, as we work on implementing the activities under the Logistics Hub Master Plan. An important milestone under this project was the completion of the very first State of Logistics Report for Namibia. The report, compiled by the Namibian-German Centre for Logistics (NGCL) and through the financial assistance of Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), was completed in November 2018 and officially launched by our Minister of Works and Transport, Hon. John Mutorwa in March 2019.

As Acting CEO, it was important for me to ensure continuity after the departure of our CEO in February 2018. I felt it vital to move the WBCG into a new direction where we focus on sustainability and increased stakeholder engagement. The team and I worked on implementing our agreed activity plan for 2018 and further delved into establishing an international footprint of the WBCG through a planned office in Europe. Additionally, this also afforded me the opportunity to consolidate the Logistics Hub Project's programmes to form part of the WBCG's core focus.

We find ourselves in challenging yet exciting times, which will require smart partnerships, hard work and overall dedication from all parts of the Namibian House. In order to succeed, our intentions must become action. This is the philosophy WBCG has adopted for 2019 and we remain optimistic that our interventions and support will continue to bring a meaningful contribution to Namibia's growth".



BOARD DIRECTORS

As at 31 August 2018



Bisey Uirab
Chairperson



Jack Dempsey
Treasurer



Willem Goeiemann
Ministry of
Works & Transport



Susan Beukes
Ministry of
Finance



Patrina Nakale

Ministry of
Industrialisation,
Trade & SME
Development



**Nehemia
Nghishekwa**

Ministry of
Home Affairs



**Immanuel
!Hanabeb**

Namport



Johny Smith

Transnamib

BOARD OF DIRECTORS

D OF TORS



Ali Ipinge
Road Fund
Authority



Conrad Lutombi
Roads Authority



Agostinho Victor
Municipality of
Walvis Bay



Pilar Veiga
Walvis Bay Port
Users Authority



Willie Prosser
Container Liners
Operating Forum



Harold Schmidt
Namibian
Logistics
Association



Charity Mwiya
Namibian Chamber
of Commerce &
Industry



John Dias
Namibian
Transporters
Association

WBCG MANAGEMENT

As at 31 August 2018



Clive Smith
Acting Chief
Executive Officer



Klaudia Mwala
Manager: Finance
& Administration



Gilbert Boois
Manager: Spatial
Development
Initiative



Cindy-Lu Hasheela
Manager: Marketing
& Communications



Edward Shivute
Manager: Wellness
Services



Boris Boettcher
Manager: Projects
& Funding



Eric Shimumbwe
Consultant: Cluster
Secretariat WBNLDC



Ricardo Latkani
Business Development
Representative: Brazil



James Kaposa
Business Development
Manager: Zambia



Kabash Munung
Business Development
Manager: DRC



Irvaan Maharaj
Business Development
Manager: South Africa

*We are a
Public Private
Partnership
(PPP)*

*We facilitate
corridor
development*

*We promote
the Walvis Bay
Corridors*



ABOUT US

MARKETING & COMMUNICATIONS

The WBCG has during this year moved from a promotions strategy towards an engagement strategy. Our approach now involves increased two-way conversations, where we engage key stakeholders to identify their needs and better facilitate connections. The level of engagement with WBCG's internal and external stakeholders has increased to strengthen business development initiatives. We identified better ways to work with regional and international markets to complement the marketing and business development programme of the WBCG.

In support of our core business, the department's goal was to apply our communications and marketing strategy to strengthen business development initiatives and relations with key stakeholders.

Stakeholder Engagement

We have intensified the activities as laid out in our communication strategy within the regional market as well as expanded on the international network.

The department organised networking events nationally and regionally to increase awareness of the Walvis Bay Corridors' service offering. These events included information sessions, exhibitions and conferences, as well as local and regional Logistics Hub forums to support the WBCG's business development drive. Information sessions were hosted in Lusaka, Ndola, Windhoek and Walvis Bay. Business-to-business networking sessions were hosted for two Brazilian missions visiting Namibia, to explore the possibility of setting up their regional distribution centres in Namibia. A good number of these events were arranged in support of the Logistics Hub initiative but also to create more awareness and stakeholder support for other projects within the WBCG.

The department provided support to national and continental stakeholders to organise meetings and missions in the country during this period. The department was privileged to join Namibia's organising committee who hosted NEPAD's PIDA week in Swakopmund in December 2017. The event was a success and the collaboration aided Namibia's efforts to garner support from this African Union Development Agency. The 9th Annual Transport and Logistics Workshop held in Walvis Bay in October 2017 was another successful collaboration with the Namibia German Centre of Logistics. This platform focuses on bridging the gap between academia and industry in the logistics sector by presenting practical case studies to improve engagement between participants and enhance the learning process in the logistics sector.



The department's media relations work includes writing and distributing the articles to the media as well as responding to media enquiries. Activities during the period involved arranging TV and radio appearances, as well as opinion pieces in the print media. As a service to the members, the department monitored and clipped relevant industry articles, distributing it for their information. This was also done to monitor what the media is saying about the industry and to devise strategies to address misinformation. The WBCG however maintains a good relationship with the media in Namibia as well as regionally and internationally.

Strategic partnerships

Partnerships are imperative to our business model and allow us to expand our reach. We continued to develop strategic partnerships to enhance our role as a facilitator for trade and transport. Extending our network connections has enabled us to carefully select the events and partnerships that allow us to derive maximum value for our stakeholders, offering them the opportunity to meet new clients. These partnerships do not fail to bear fruit: as new audiences hear our message, increased opportunities are created for our members.

Branding

In the reporting period, we focused on increasing awareness of the brand in Namibia and in the region. WBCG's brand identity received a minor facelift during this period. The company's branding material was updated and revamped with a revitalised new look. The 4th edition of the Guide to the Walvis Bay Corridors was published mid 2018. This is an important promotional tool used by the business development team, the Namibian Embassies and the Ministry of Industrialisation, Trade and SME Development to promote the corridors. The WBCG profile leaflet was similarly updated and reprinted and a series of new banners produced for the various projects.



The department, over the period, produced variety of branded materials for the WBCG's Wellness Service. Support to the project entails developing content and artwork for articles, advertorials, posters, pamphlets, promotional items, corporate wear and the branding of the projects assets (the roadside and mobile clinics). As recognition of the WBCG brand continues to grow and interest in the route increases, we push forward towards our vision of a world-class logistics hub for southern Africa

Communications

Our digital publications and online presence extends our footprint in the global arena. Our revamped online newsletter, the eCorridor, is distributed monthly to recipients globally. The newsletter's growth is assured as new stakeholders we engage with are regularly added to the distribution list.

The WBCG website, which serves as an important source of information to our stakeholders, is regularly updated with news articles, event postings and important industry documentation. We have entered link-sharing partnerships in order to strengthen the connection with our members' and partners' websites.

This practise clearly increases the flow of traffic to our respective websites. The WBCG website had 10 981 visitors during the period under review, of whom 68.8% were newcomers. Top visitors to the site were from Namibia and South Africa. Visitors from the United Kingdom, the United States, India, the Netherlands, Germany, Brazil, Botswana and Zambia also showed keen interest in learning more about the Walvis Bay Corridors.

Our social media presence and interaction has increased through our Facebook page. The page attracts new members daily and steadily grows in popularity. With regular updates and engagements we are able to talk to a younger audience about the future of logistics in Namibia.

This platform carries news items, upcoming events, advertisements, vacancies and photo uploads. We have added LinkedIn to our social media profile. This platform

has proved to be a valuable business tool, as many international connections were made via this space. We look forward to exploring new platforms created by the evolving world of online media.

Way forward

The year ahead brings the opportunity to improve on our service delivery and expand our footprint into the global trade and logistics community. We endeavour to use innovative ways to disseminate our information to the local, regional and global markets.

The department supports the various WBCG projects and business development offices through its event management activities, marketing and communication opportunities, and develops strategic partnerships. In our operating sphere we will continue to look for and implement new methods to increase the awareness of the Walvis Bay Corridors and support Africa's vision of an integrated, unified continent.



*Business
development*

*Cross border
facilitation*

*Infrastructure
development*

*Spatial
Development
Initiatives
(SDI's)*

STRATEGIC ROLE

INTERNATIONAL & REGIONAL BUSINESS DEVELOPMENT

BRAZIL



Brazil's economic interests in the African continent are strong. The emergence of a more stable and dynamic Africa in the 2000s coincided with the globalisation of Brazilian economy. The country's footprint in Africa has intensified dramatically in recent years. The considerable expansion in South-South trade, is seen as an exciting new phenomenon with a number of developing countries among the major trade partners.

The geological, climatic, economic and social similarities between Brazil and Africa present endless opportunities for Brazilian investors.

Considered a top global trader, Brazil provides immense opportunities as a trading partner with Southern African

Development Community (SADC). Brazilian technology and expertise in infrastructure construction, tropical agriculture and agribusiness, biofuels, hydrocarbons exploration, mining and telecommunications make for great strategic alliances. The exponential growth in Brazil-Africa trade and investment flows over the past decade clearly reflects this.

The potential exists to utilise Namibia as a hub for a myriad of products. The WBCG has long-since been advocating for the Namibia-Brazil linkage as the shortest international link.

To support this idea, the WBCG collaborated with the Afro-Brazil Chamber in Brazil and the Namibia

Trade Forum (NTF) to promote the Preferential Trade Agreement (PTA) between SACU and Mercosur countries.

The agreement between the Southern African Customs Union (SACU) and Mercosur allows for Namibia to trade with Argentina, Brazil, Uruguay and Paraguay. The PTA Agreement stipulates that 1 050 tariff lines are given preference margins of 10%, 25%, 50% and 100%. Tariff lines were identified in terms of significance in trade in goods by both parties and will enable SACU exporters to enter the Mercosur market on much better terms than before. The PTA Agreement, which entered into force on 1 April 2016, is the second concluded international trade agreement by SACU countries.

Achievements

Namibia imports from Brazil was US\$16.4 million during 2018, according to the United Nations COMTRADE database on international trade.

Although these goods pass through the Namibian ports, the Brazilian community often think that Namibia as a state of South Africa. At this time, most of the SADC bound goods transit through South Africa and the Ports in Mozambique. Poultry, beef, fish, rice, sugar, tiles, car parts, tyres, traffic signs, electrical equipment and paint are amongst the products exported to SADC via these southern African ports.

The WBCG has during this period, worked tirelessly to build awareness of the Port of Walvis Bay. By participating in many events, which include the various continental logistics intermodals, agriculture and mining shows, industry conferences and trade expos, we are able to interact with the decision makers of companies, governments and development agencies.

Three information sessions were held in Sao Paulo Brazil, Walvis Bay and Windhoek during the reporting period, which allowed us to present the advantages of using the Port of Walvis Bay and its corridors to reach the rest of the SADC, whilst simultaneously capitalising on the opportunities posed by the SACU Mercosur Agreement. We further highlighted the key products of import and

export as well as gave the private sector a perspective on how the agreement could impact their respective industries and ultimately how it could influence their business models. Seventy five companies and government institutions attended the session held in Brazil, proving the growing interest from industry in the country.

The business development strategy for this office is starting to bear fruit. Many new companies visited Namibia to investigate the opportunity to use the country as their base for growth into the region. Brazilian companies like Britanite, Teccoil, BRF, JBS, Glassled became interested in setting up hubs in Walvis Bay. Others, like Britanite, are currently in the process of obtaining their license of start their operations in the country. Some of the companies have tested the route using the Port of Walvis Bay and have now made this their permanent conduit for the movement of their product in southern Africa. We have seen the volumes increase for products such as rice, sugar and tyres on our corridors.

Way forward

In relation to three years ago, Namibia is fast becoming the logistic hub for special mining products for the region. We are working on the industrialization project to make Namibia the distribution Centre of Mining products for Africa. Here, transit cargo will be increased as exports, for around the world will start in Namibia.

We continue our effort to push for the direct call between Brazil and Namibia. Our mission to convince shipping lines to set up in Walvis Bay as their main hub on the west coast of Africa, remains a key focus area. Succeeding in this venture, will see shipping costs decrease and volumes between the two countries increase. This is a big task, we are however confident that this will come to pass and our direct call will become a reality.

We have introduced a new strategy to grow the business between our two countries. The Brazil office will continue to employ this strategy and advocate for the usage of the Port of Walvis Bay and the Walvis Bay Corridors as the most efficient and safe route into the southern African region.

ZAMBIA



Zambia's export market remains dependant on metals and non - traditional goods. Agriculture commodities exports are increasing rapidly too but mainly exported within the SADC region. The European union countries have also increased their trade with Zambia and Zambia's imports rose to 7 % mainly from UK, Sweden, Germany Netherland and Finland.

Zambia is the dominant market for transit cargo for both imports and exports going through the Port of Walvis Bay. In 2017, Zambia imports accounted for 51.8 percent of all inbound transit cargo via the Port of Walvis Bay, up from 47.9 percent in 2016 representing a 50.9 percent increase in the volume of imports to Zambia. Similarly, Zambian exports comprising mostly copper and wooden products accounted for 85.7 percent of total outbound transit cargo by volume (metric tons), up from 72.5 percent in 2016. Of the three corridors connecting Walvis Bay with countries in the SADC region the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) is the busiest.

Zambia's Imports and exports via the port of Walvis Bay continues to post growth from the total market output for Zambia. There is a visible shift among Zambian importers and exporters' perception, as more traders are opting to use Walvis Bay as a better alternative to Zambia's traditional entry and exit routes.

Business growth and volume growth

In general, the anticipated growth of both imports and exports for Zambia slowed down during the reporting period. This is due to the government's shift in the implementation of developmental projects, which were affected by accumulated internal and external debts. As a result of this debt the central government adopted the approach of completing all the current and running projects and froze all new projects. The implication is that imported cargo projects decreased.

However, it is important to note that volumes on the WBNLDC have been increasing, further affirming the positive shift in perception of the Zambian traders. This increasing trend of volumes via Walvis Bay is further as

a result of new cargo re-routed from their previous routes due to efficiency, security and reliability concerns. Over and above, the active engagement of the key stakeholders among Zambian importers and exporters through market education, has resulted in this increase in positive perceptions in the Port of Walvis Bay.

The growth in the economy has continued to depend on the copper industry but this has made the country's economy vulnerable to commodity fluctuations. Thus, the government has encouraged the diversification of the economy by building the manufacturing and agriculture sectors, amongst others.

As Zambia diversifies her economy, non-traditional products are being exported. The mines are increasing their output, which offers the Port of Walvis Bay more opportunities to manage cargo both into and out of Zambia. Fertilizer is a commodity that has the potential to add significant volumes to our corridor. Discussions with relevant stakeholders are on going, in order to get the necessary facilities and systems in place to move this cargo type on our route.

Zambia's economic drive to achieve the middle income national status by 2030 has resulted in massive infrastructure development. There is an increase in the import of capital goods and agro equipment, together with an increase in fuel consumption. The opportunity exists for Zambia to benefit from the newly constructed Liquid Bulk terminal in Walvis Bay, as the corridor offers a safe and secure route into Zambia.

The way forward

In order to grow the volumes on our corridor, a new strategy is being used. There are an abundance of opportunities for us to move new cargo through the port of Walvis Bay. Namibia's positioning as a less congested, safe, reliable and more efficient route gives us leverage to compete favourably with Zambia's traditional entry and exit routes.

Work is in progress to capture importers and exporters who are not using the Port of Walvis Bay currently. With direct and consistent market education among those companies, additional volumes will be attained.

With government supporting diversification into agriculture and manufacturing, the new business being established present us with a significant opportunity to move new cargo on our route and provide new logistics solutions to these entities. Namibia has a unique geographic position, which if used well can be a solution for many supply chain problems.



SOUTH AFRICA



The South African business development office of the Walvis Bay Corridor Group has reached the ten-year milestone this year. In this time there has been significant growth generated locally within the logistic sector in terms of generating awareness of the Port of Walvis Bay and the Walvis Bay corridors.

In July 2018, Mr. Irvaan Maharaj joined WBCG as the new Business Development Manager (BDM) in Johannesburg. Mr. Maharaj's responsibilities as BDM include liaising with WBCG members on new business opportunities, and to further link them with potential clients in the market. He is required to assist with the submission of logistics chain solutions, operation proposals and quotes to potential clients. The new Manager will not only serve the South African market, but also the Botswana and Zimbabwe markets.

With the WBCG branch office in Johannesburg fully functional once again, the advancement to increase awareness and roll-out in the Botswana and South Africa market continues.

A keen interest in the Walvis Bay Corridors as an alternative route has been expressed by the South African Market to serve its logistics market. The BDM has met with key strategic and global logistics service providers in South Africa, Botswana and Namibia to familiarise himself with the industry and his new job function.

Creating awareness and promoting the WBCG in the SADC region still remains the priority. During the year under review the WBCG has focused on the dynamics of major trading commodities along the various corridors to understand and review the logistics required to grow volumes for such commodities along the Walvis Bay Corridors. Through this process various commodity traders, importers, exporters and other logistics providers in the market were met to discuss the trade flows, capacity requirements and general logistical needs for such commodities. This strategic business development exercise, forms part of the WBCG's strategy to increase both import and export volumes along the Walvis Bay corridors.

As part of the WBCG's marketing strategy various Information sessions are planned for Johannesburg and Gaborone in the coming year. These sessions serve as an opportunity to provide updated information about the port and corridor developments to existing and potential clients. At the same time it also serves as a platform for Namibian logistics service providers to meet and network with potential clients in other markets and create business opportunities. This matchmaking exercise continuous to serve as an important link between existing infrastructure, opportunities and business potential in the region and beyond.

Namibia and its corridors are well regarded in Africa and this provides the country with a good advantage. The South African market sees the potential of the route and we will continue to employ our strategies to see more regional transit cargo on the Walvis Bay corridors.

DEMOCRATIC REPUBLIC OF CONGO

The DRC remains a lucrative market, despite the challenges the country experiences. The Democratic Republic of Congo is the largest country of Central Africa in terms of size. It is among the most resource-rich countries on the planet, with an abundance of gold, tantalum, tungsten, and tin – all minerals used in electronics such as cell phones and laptops. The country is additionally rich of natural resources such as diamonds, copper and oil, which it exports in large quantities. The DRC also produces wood products and coffee for exportation to its main partners such as China, Zambia and Belgium.

In 2018, the DRC emerged from the economic recession triggered by the decline in the global prices of its main export commodities between 2015 and mid-2017. The economy continued to expand, growing at a rate of 4.1% in 2018, up from 3.7% in 2017 and 2.4% in 2016—the country's weakest performance since 2001. This economic rebound was largely driven by the recovery in mining activity and strong world copper and cobalt prices, following an upturn in global demand for these products.

This improved situation has enticed investors to invest in the industry. New exploration projects have commenced during the period under review, which is a positive sign for the future of the industry. The WBCG have focused on connecting with the new mining operations to promote the corridor as the perfect route for moving equipment and supplies to their respective sites. The existing mines were also approached for trial runs on the route.

The Lualaba provincial government met with the Zambian Government in Kolwezi to discuss the opportunities of opening the KOLWEZI- SOLWEZI Route for mining export activities. The objective is to reduce the corridor distance by 350 km, which will decrease the transport cost ex Kolwezi to different ports of loading in the region.

As the DRC market grows and new mining projects develop over time, purchasing power in the Katanga Province increases. As a result, a host of new businesses such as supermarkets and distributors opened in Kolwezi to satisfy the demand for consumer goods. Approximately 90% of the consumer goods found in the supermarkets



are imported to the Katanga Region predominantly from Europe and the Americas. This presents an opportunity for handling such imports via the Port of Walvis Bay. The Walvis Bay-Ndola-Lubumbashi Development Corridor provides a shorter route for Supermarkets in Katanga because Belgium and France are the major import markets due to the sizable community of Belgians and other Europeans working in the mining sector.

Efforts to engage potential importers and exporters to use the WBNLDC continue. In order to understand the trade links between the DRC and its international partners, we gather market intelligence and strengthen our network. Personal selling therefore remains the main vehicle in developing new business for this market.

The limited number of service providers on the WBNLDC route for the DRC still hampers further growth in this market. It is our aim to entice more service providers for the route between Walvis Bay and the DRC to provide more options to importers and exporters. Further interaction between our members and potential customers are encouraged in order to make use of these opportunities.

We continuously explore ways how Walvis Bay, compared to the traditional routes, can provide a better and more efficient alternative for trade to the southern DRC.

CROSS BORDER FACILITATION

Walvis Bay-Ndola-Lubumbashi Development Corridor

The Walvis Bay–Ndola–Lubumbashi Development Corridor (WBNLDC) was established on 5th March 2010, when the respective Ministers of Transport of the Democratic Republic of Congo, the Republic of Namibia and the Republic of Zambia, formally signed a tripartite agreement on trade facilitation in Livingstone Zambia. The Presidential directives preceded the agreement in 1997, by the former heads of government of the three member state. This high level political initiative fast tracked the formation of the WBNLDC under the guidance of the Walvis Bay Corridor Group.

The contracting parties agreed to collaborate on matters relating to trade facilitation and development along the WBNLDC. Since its establishment, the Walvis Bay Corridor Group has hosted the WBNLDC interim Secretariat which is headed by a Project Coordinator. The goal of the project is to establish a sustainable, self financing permanent secretariat hosted in Lusaka, Zambia to implement various programmes aimed at addressing various trade facilitation challenges and opportunities of the member states.

Successes

The secretariat has recorded many successes over the period. Worth mentioning is a bilateral consultative meeting between Zambia and Namibia, facilitated by the management committee on 6th February 2018 at the Ministry of Transport and Communications Headquarters in Lusaka, Zambia. The meeting saw many positive resolutions taken on immigration matters pertaining to increased entry days permitted for truck drivers in the two countries. The member states further agreed to conduct joint border enforcement operations

as need arises. Namibia is yet to decentralise the issuance and extension of commercial visas, and also engage the Ministry of International Relations and Cooperation to consider opening a Consulate in Lubumbashi DRC.

The period saw private sector involvement in infrastructure development on the corridor. Buks Haulage Limited (BHL) rehabilitated 220km road between Kasempa and Kaoma at its own cost under a memorandum of understanding with the Road Development Agency (RDA) of Zambia. The repair and grading of the gravel road, which was previously, unusable was sub-contracted to First Quantum Mines' (FQM) in-house roads engineering department under a commercial contract from BHL. The trucks now travel from Kaoma to Mongu passing through Senanga and across the border at Katima- Mulilo/ Wenela, cutting 400km and two-days off the previous journey via Chingola and Livingstone. Trade between the Western and Northwestern provinces has been opened up and farmers are now able to move their maize, rice and fish. This is a very good example of the involvement of the private sector in road infrastructure development providing economic and social benefits with positive multiplier effects such as accessibility to the markets, employment, poverty reduction and other spatial development initiatives along the corridor.

Working towards harmonisation

In the reporting period, a wide range of technical issues have been looked into, which include risk management, single window system, coordinated border management, customs brokers, measurement of release times, authorised operators, post-clearance audit and consultations with the private sector.



Several stakeholder high-level tripartite meetings have taken place in DRC, Zambia and Namibia since the secretariat's inception, with the most recent tripartite meeting having been held in Walvis Bay, Namibia in April 2018.

In line with the revised implementation matrix of resolutions for 2018, the tripartite technical committee meeting of the WBNLDC was held at the Ministry of Transport and Communications in Lusaka, Republic of Zambia on 20th June 2018. The main objective of the meeting was to share challenges. The meeting also sought to facilitate a Public-Private Partnership consultative process aimed at developing the corridor in line with the feasibility studies aimed at social, economic transformation, and promotion of cross-border trade and transit-transport cooperation among the three member states (Namibia, Zambia, and DRC) as provided for in the tripartite agreement of the WBNLDC.

The WBNLDC interim secretariat undertook a tour of the Kasumbalesa border post on 27th July 2018. The overarching objective of the tour was to appreciate the challenges that transporters and cross border traders

experience at the border. The team were able to inspect the border infrastructure expansion project of parking and ablution facilities for truck drivers, due to increase in traffic volumes, and inspect by pass road infrastructure leading to Mokambo on DRC side, the trade center under construction, intended to facilitate cross border trade and reduce smuggling. The activity provided a platform for all stakeholders and border authorities of DRC and Zambia to discuss the common problems at the border such as congestion of trucks, corruption, safety, security and smuggling, and bilateral cooperation.

The concept of trade centers is expected to be replicated from other developed regions of the world and the main objective is to facilitate trade among small scale and cross border traders, with a simplified trade regime such as simplified customs rules and VAT proof of export requirements.

Zambia enacted the One Stop Border Control Act No. 8 on 31 March 2009; Namibia enacted the One Stop Border Posts Control Act No. 8 on 7 September 2017. DRC is yet to enact its OSBP Act, hence the drive for a trade center at Kasumbalesa until conditions are ripe for an OSBP. The

Zambian government intends to implement trade centers at most borders in Zambia such as Nakonde, Livingstone, Mwami, Kipushi, Jimbe, and Katima Mulilo, among others. However, priority would be given to Kasumbalesa due to the unique and porous nature of the border and its unique trade facilitation challenges in the absence of a One Stop Border Post (OSBP).

A Joint Permanent Commission between the Zambian government and DRC government was established to fast track issues surrounding establishment of OSBP at Kasumbalesa. The same arrangement is being pursued between Zambia and Namibia for establishment of another OSBP at Katima Mulilo and Wenela border post. Plans were also prepared and are being considered by the three governments.

The Ministry of Local Government and Housing suspended the imposition of road toll levies by local municipalities and city councils in Zambia including all the municipalities and councils along the corridor. The suspension and directive came after the National Road Fund Agency of Zambia observed that there were some municipalities and councils especially on the Copper Belt Province of Zambia that were collecting road toll fees on

trunk roads in Zambia alongside the existing national collection on tolling that creates double taxation and increased the cost of doing business for transporters and affected the smooth flow of trade along the WBNLDC and other corridors in Zambia.

The current set up is that all the road user charges in Zambia are to be collected centrally by the National Road Fund Agency (NRFA). Provincial Local Government Officers were directed to stop collecting road toll fees in October 2017, and a circular was once again re-circulated among local authorities along the corridor.

Funding

The draft budget and institutional structure of the permanent secretariat was prepared and discussed at the 10th tripartite technical committee meeting in Ndola Zambia in 2017. Member states indicated that, they were not yet ready to make financial contributions towards the running of the permanent secretariat due to budgetary limitations. As a way forward, member states were requested to carry out internal consultations on the proposed users pay principle funding mechanism presented by the secretariat and make comments in due course.



Having carried out its internal consultations, the Democratic Republic of Congo submitted Ministerial Order No. 52 of 20 November 2017, regulating cargo transit traffic from and to DRC at the sub-regional ports of transport corridors including the Port of Walvis Bay. The Ministerial Order indicates a uniform rate of ninety cents (\$0.90) per ton to be levied on all freight cargo destined for DRC. In which case, the Walvis Bay - Ndola - Lubumbashi Development Corridor, will withhold the equivalent of the required amount for the obligatory contribution of the DRC to its operating budget and administrative fees to Namibia Ports Authority (NAMPORT), and remit the surplus to the Regional Programme Support and Monitoring Unit and Activities of Transport Corridors (CEPCOR) of the Democratic Republic of Congo. Zambia and Namibia are still carrying out internal consultations on the matter.

Further consultations by the Interim Secretariat were carried out between 21 and 25 January 2018 with east African corridor management institutions, where it was established that these corridors are sustained through the users pay principle by levying of cargo from maritime ports destined for respective member states. These funding mechanisms are more predictable, stable and sustainable for operations of the permanent secretariats. The same principle could be replicated for the Walvis Bay - Ndola - Lubumbashi Development Corridor.

Way forward

There is much work to do to achieve the objective of the secretariat. The good will and network of stakeholders established in the member states provides continuity. Continuous follow ups, stakeholder dialogue, and strategic partnerships.

An extra-ordinary tripartite meeting of the three heads of state could accelerate the formalisation process of the Permanent Secretariat. The agreement provides accession for other countries to join the corridor. This is a great opportunity to encourage Botswana, Zimbabwe, Angola and Malawi to accede to the Walvis Bay - Ndola - Lubumbashi Development Corridor, as regional corridors are intersectional in several national boundaries.

In the coming period, we look forward to the completion of the expansion works at the Port of Walvis Bay, which could see regional trade volumes increase significantly due to increased capacity on the route. Should member states implement key transport master plans, we will see infrastructure gaps in the region bridged; and the modernisation and maintenance of regional rail and road infrastructure achieved. The opportunity further exists for Public-Private-Partnerships and private sector involvement to see the realisation of regional infrastructure projects.

The ratification and implementation of the African Continental Free Trade Area (ACFTA) with an expanded market and free movement of people, in itself holds an abundance of opportunities.

We will continue to engage the stakeholders and network with peer regional corridor management institutions to encourage collaborative efforts as we all aim to open trade in Africa and establish interconnected effective and efficient transport links on the continent.

*Time
Savings due to
efficiencies*

*High Safety
and Security*

*Reliable
Routes*

*Sound
Financial
Environment*

BENEFITS

LOGISTICS HUB INITIATIVE

The advancement of the Namibia Logistics Hub initiative continues to gain traction as the Logistics Hub project team pushes forward, implementing the strategies and plans detailed in Namibia's Logistics Hub Master Plan.

We have over the years constantly evaluated our role and since already 2013, with the start of the Namibia Logistics Hub Program, we initiated a number of programs to ensure that we effectively coordinate the Namibia Industry to play a more supporting role in the Regional agenda and specifically supporting the African Union's sustainable development goals. Our focus for the period under review was on sustaining the momentum gained under the Logistics Hub project, whilst enhancing our business development activities which enables us to attract new opportunities to Namibia. WBCG is internationally recognised as a model Corridor Management Institution and we constantly strive to support programmes that focus on regional integration. We proudly look back on the achievements made that have contributed to this goal.

With the commencement of the count down for the commissioning of the new container terminal at the Port of Walvis Bay, slotted for 2019, the WBCG has intensified efforts to attract more volumes and additional investment in infrastructure. Under the Logistics Hub project, a number of additional studies and programmes to support this initiative have been rolled out and completed over the past year. Amongst them was the Strategic Marketing study, which looked at the current trade in the Southern African Development Community (SADC), focusing on major volumes to and from markets like Zambia, DRC, South Africa and Botswana. Through this, the most suitable cargo type was identified and is supported by a

strategic intervention plan to move more cargo on the Walvis Bay corridors.

The most recent project under the Logistics Hub initiative was the launch of the Namibia State of Logistics report, an important tool to gauge key areas in driving the Namibia Logistics Hub initiative. The roll-out of this report serves as the premier benchmark for Namibian logistics activity and is a noteworthy milestone, since Namibia is one of the first African countries to have developed a report like this.

Sustaining the momentum gained under the Logistics Hub project whilst enhancing our business development activities, remain one of our core focus areas. With that said, WBCG constantly re-evaluates its approach to the market. For the organisation, this means fostering alliances and closer working relations with members as well as users of the Walvis Bay corridors, existing and potential.

The project aims to deepen economic integration and introduce measures to improve competitiveness and enhance closer trade and investment linkages. It's with great pride that the WBCG continues to play a central role in Namibia's regional transport and corridor development. We rely heavily on partners and our stakeholders and thus allow me to extend our heartfelt appreciation to those that support Namibia's drive to transform itself into a Logistics Nation.

As a service organisation, our stakeholders and partners remain at the forefront of our daily activities. Consolidating our activities of the past five years as we

developed and implemented the Namibia Logistics Master Plan, our members and other stakeholders can be assured of our continued efforts to put Namibia on the map as a viable trade route in terms of efficiencies and cost effectiveness.

There is no time for rest, as many important steps have been initiated which lead to the development of Namibia as a Logistics Hub for southern Africa.

These efforts have to continue and the products, such as this State of Logistics report have to be utilised. The success of the Logistics Hub project hinges on a coordinated and synergised implementation of the programmes and projects listed in the Logistics Master Plan.

Looking forward, the project aims to tackle the areas of capacity building, strategic marketing, better integrated border management, green logistics, port and corridor development.



Spatial Development Initiative

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 along the footprint and SDI logistics catchment area of the Walvis Bay Corridors.

The SDI, which commenced operations in July 2012, is based on a bilateral economic cooperation agreement signed by the governments of Namibia and South Africa in November 2006. Namibia's Ministry of Industrialisation, Trade and SME Development (MITSMED) mandated the WBCG through a signed memorandum of agreement in September 2011 to spearhead these activities.

Namibia and South Africa's cross-border value chain programme

WBCG SDI met with the Department of Trade and Industry (the DTI) in Swakopmund during the PIDA Week 2017 as well as in Pretoria during June 2018. At both these engagements, the DTI reaffirmed their commitment and technical assistance support towards the three identified projects for the regional industrial value chain initiative. The projects are Lodestone Iron Ore, Grootfontein ICD and the 300MW Okakarara Coal Energy project. WBCG SDI, MITSMED and the DTI since agreed to add the Tradekor Manganese exports project through Port of Luderitz, to the regional industrial value chain initiative. To this end the WBCG and the DTI are planning a mission to Namibia during the third quarter of 2018 to visit the projects and engage key stakeholders.

Industrial and value chain projects

As part of the SDI activities for the year under review WBCG SDI recommitted itself to focus on specific industrial and value chain projects to ensure that we deliver on the mandate accorded by MITSMED. The 5MW Aloe Solar Photovoltaic Power project in Rosh Pinah has since been commissioned by Minister of Mines and Energy on 27 April 2017 with NamPower as the recipient, through a Power Purchase Agreement (PPA).



To this end, the UNIDO Sustainable Bush Processing Value Chains in Namibia project is in full swing with stakeholder workshop held on 17 October 2018 and validation workshop held on 18 April 2018, where the Strategic Action Plan (SAP) was presented and discussed. The UNIDO project is being implemented in three phases, i.e. inception phase, demonstration phase and main implementation phase. The UNIDO bush processing value chain project and the Bush Control and Biomass Utilisation project, jointly implemented by the GIZ and MAWF, have been strategically aligned. WBCG SDI has been invited by GIZ to join a Biomass Industrial Park study tour to Germany during October 2018, with a view to establish similar biomass hubs in central Namibia.

WBCG SDI, through the WBCG Brazil office, coordinated several business engagements with Namibian companies for three Brazilian companies during their visit to Namibia in September 2017 culminating in two companies i.e. ENAEX Britanite and Teccoil establishing their presence in Walvis Bay. To this end Britanite registered a legal entity in Namibia – Britanite Mining Services (PTY) Ltd and intends to use it to support a distribution hub for ammonium nitrate and blasting

materials for mining industry, and in the foreseeable future a manufacturing facility. Britanite is planning to launch the company in Windhoek during October 2018. Teccol on the other hand is in final negotiations with a local partner to establish an assembly plant in Walvis Bay for diesel engine parts for automotive and shipping industry, as early as 2019.

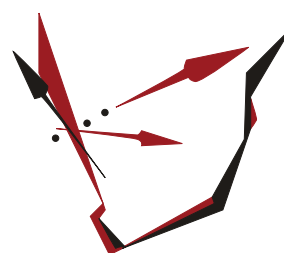
Atlantis Port signed a funding agreement for their logistics park project in Karasburg. The park includes a truck stop with parking bays, AMTA fresh produce warehouse, private weigh bridge and ICD. Following an authorisation obtained from the Minister of Urban and Rural Development, the Karasburg Town Council agreed to avail and sell the five hectares of land to the project partners. A meeting with key stakeholders will be convened to map out the way forward for Environmental Impact Assessment, feasibility study and other planning activities before construction on the park commences.

The turnkey 525MW Automated Municipal Waste to Energy Plant (including renewable energy, MSW sewage water and water treatment plant) to be established in the Chongwe District Council of Lusaka Province scheduled to commence construction in the first quarter of 2019.

Way Forward

The goal of the SDI programme is to generate bankable investment projects and develop viable value chains in key economic sectors and growth nodes located in specific areas of the country, thereby increasing employment in these sectors and areas.

For the coming year, we resume our engagement with the stakeholders on the various projects in order to encourage follow through that will see these projects reach fruition and contribute to the transformation of the Walvis Bay Corridors into economic corridors.



WALVIS BAY
CORRIDOR
GROUP



Transforming Transport Corridors into Economic Corridors



www.wbcg.com.na

WELLNESS SERVICES

WBCG, a local indigenous organisation, through its Wellness Service initiative, is implementing HIV/AIDS and broader general workplace and community based wellness programmes in Namibia since 2003. This is done through the provision of a package of effective and sustainable health services that are tailored to address the needs of the Namibian people from various sectors of the community.

The overall success factors of this project are based on the pillars of smart partnerships and community collaborations with optimal support from the Ministry of Health and Social Services, development partners, civil society organizations and other relevant institutions from various sectors within the country.

Project Objectives

WBCG believes that maximising programme efficiency, increasing coverage and improving quality of service are some of the key strategic approaches that can enhance the sustainability options of the project. Through its unique and strategic approach that entails the above stated collaborations, WBCG is able to advocate for technical and financial support through various entities in Namibia and beyond.

Project Performance vs Market Developments

In order to address the advent health needs of hard to reach key and vulnerable populations such as sex workers, long distance truck drivers, cross border communities and many other vulnerable populations the project has strengthened its “a mixed model approach” with a principle of combining fixed roadside wellness centers (clinics) with mobile wellness clinics as well as on-site HIV/AIDS and wellness workplace interventions.

The implementation of effective Employee Workplace Programmes has remained a key success factor for us over the years and during this reporting period, we are delighted to report that a campaign aimed at providing HIV and general lifestyle screening services to the Namibian transport sector was conducted with financial support from GIZ from Nov 2017 – May 2018. The campaign reached over 2500 transport workers with comprehensive biometric wellness screening services.

The Cooperative Agreement with the Ministry of Health and Social Services (MoHSS), has significantly allowed us to scale up high impact and priority health interventions in line with the



National Strategic Framework on HIV/AIDS Response (2018-2022), with target groups such as key and mobile populations (mostly adult men), sex workers, adolescent girls and young women being specifically targeted to achieve epidemic control by 2030. This partnership has further enhanced other collaborations with more development partners.

The project results for the past year show that we had a productive year as most of our achievements exceeded our targets, especially in terms of health service delivery through workplace and community based outreach interventions. Various funding proposals to potential development partners were also submitted, with an approval rate of 90%. The project continues to explore these and other opportunities to ensure sustainability of our wellness project. The partnerships developed with various key stakeholders has also improved and we believe that we have now established our footprint firmly within the Namibian health sector. In 2018/2019, the focus will be on strengthening our strategic framework and approach and to optimize on current and potential collaborations and new partnerships.

Wellness Expansion

The WBCG submitted a successful application to become a sub-recipient under the Global Fund Grant. This application was approved on 01 Feb 2018, by NANASO who will be the Principal recipient under this grant. WBCG is one of only four other selected sub-recipients to benefit from this grant. This funding opportunity came at a time when the SADC Cross Border HIV project ended on the 31 March 2018 and with other funding sources declining. The focus of this grant will be on scaling up HIV testing and high impact based health services for both key and mobile populations within the transport and logistics industry as well provision of HIV testing services for Adolescent Girls and Young Women. The project areas are Erongo, Ohangwena and Kavango East and West. The value of the project is about N\$ 15 million for the period 2018-2020.

New WBCG Clinic Opens in Windhoek

As part of our effort to support the MoHSS health programmes in Namibia, WBCG, through support from USAID via SFH, opened its 4th Roadside Wellness Clinic in Windhoek. The clinic is located in the heart of Katutura, (Okuryangava) and its primary objective is to provide health service to key populations including sex workers and transport workers living in those

locations. The idea behind this expansion is that, the workplace of a truck drivers remains on the road, however most of them descends back to the “locations” to rest and prepare for their next long journey.

The clinic will provide HIV testing, Prep services to HIV negative clients, ARVs for HIV positive clients, STI screening, Primary Health Care and many other health related services. Plans are underway to have the New US Ambassador to Namibia and the Hon. Minister of Health and Social Services officially inaugurate the clinic.

Opportunities

As part of our continuous learning process, the WBCG for the first time ever participated in the World's largest health conference. The International AIDS Conference 2018 took place in Amsterdam Netherlands on 21-27 July 2018. The Project Manager represented the WBCG as part of a Namibian delegation led by the Hon- Minister of Health and Social Services – Dr. Bernard Haufiku as well as various other stakeholders within the Namibian health sector. A number of health abstracts were presented and Namibia also showcased its work to the world through its own presentations. The Hon. Minister presented the Namibia Population Health Survey on HIV results, which shows that the current HIV infection rates amongst adults 15-64 stands at 12,6%. Through its wellness project, WBCG contributed significantly to the national targets reached. A full detailed report will be shared at a later stage and or on demand.

WBCG- North Star Alliance (NSA) Sign Cooperative Agreement

WBCG signed an agreement with NSA to manage the two cross border clinics in Zambia (Sesheke and Namacunde, Angola for the period 01 July – 31 Dec 2018. The agreement entails that WBCG will, on behalf of NSA under the SADC Cross Border Initiative, manage the clinics. The operational modalities are already in place to ensure that these clinics provide quality and effective health services to truck drivers and communities along those cross border sites.

*Sustainability
of the WBCG
Wellness Project -
Opportunities*

*Training &
Development
(Capacity
Building) -
Staff*

*Monitoring
& Evaluation
(Quality
Assurance)*

*Marketing &
Promotion
of Wellness
Services*

*Maintain
High Impact
Wellness
Activities
80/20 Pareto
Principle*

WELLNESS
FOCUS AREAS

Strategic Collaborations with the MoHSS: WBCG continues to serve on a number of strategic platforms spearheaded by the MoHSS such as the National Combination Prevention Technical Advisory Committee, HIV Testing Committee, National AIDS Executive Committee, Key Population Technical Working Group, the Voluntary Medical Male Circumcision National Committee, National Strategic Framework Committee and the ARV Treatment Committee. These platforms will allow WBCG to influence the strategic direction of HIV/AIDS and Primary Health Care services in Namibia.

The way forward:

A general reflection for this reporting period is that the WBCG wellness project is gradually breaking barriers and building bridges in terms of strengthening collaborations with key stakeholders. Our strategic approach and model is currently being regarded and used as a best practice strategy within the industry. Being part of the delegation to Amsterdam led by the Hon Minister Haufiku also re-affirmed the strength of our partnership with the Ministry of Health and Social Services and other stakeholders even further. We shall therefore continue to increase our footprint both at an international and national and at SADC regional levels.

Opportunities:

The WBCG Wellness Project ended this reporting period on a high note. We provided employee wellness-screening services to various public and private stakeholders as part of the project sustainability initiative.

Activities took place in various regions with targeted approaches to cover mobile and key populations operating along the major transport corridors. Most companies are becoming more and more familiar with the wellness activities of the WBCG and this knowledge will strengthen our quest to become a more profit oriented and sustainable centre of employee wellness excellence in Namibia.

Having been recognized by the Ministry of Health and Social Services for our excellent work and significant contributions to the national response on HIV/AIDS, the project continues to receive massive support from the MoHSS and development partners.

Selected as a Global Fund Sub-recipient for the HIV/AIDS implementation grant 2018-2020

Project Laboratory Costs to be absorbed by the Ministry of Health and Social Services.

Roll out Pre- Exposure Prophylaxis demonstration programme at the Windhoek Clinic.

Established a new clinic in Windhoek, bringing the total number of our national clinics to 4.

Roll out of the ART (HIV) treatment services at the new Windhoek Clinic.

Successfully conducted a transport and logistics sector wide employee wellness campaign.

Collaborated with the Namibia Population-based HIV Impact Assessment (NAMPHIA) on the ART programme.

Signed cooperative agreement between the Walvis Bay Corridor Group and North Star Alliance 01 July – 31 Dec 2018.

Signed new funding agreements with the Society for Family Health and the SADC HIV Fund for the periods April 2018 - June 2019.

Participated in International AIDS Conference, Netherlands, Amsterdam – 21-28 July 2018

Provided Nurse Initiated Management of Anti-Retroviral Therapy (NIMART) Training to all WBCG new Nurses to reduce patient time spend at our clinics.

Strengthened the project “User Pay Fee Model” - Project sustainability rating, project is currently at 75% of being self - sustainable.

Secured four new project vehicles (2 x Double Cab Bakkies and 2 x Mobile Wellness Trucks) as donated through the Global Fund project - bringing the total number of project container clinics to nine as at 31 August 2018.

ACHIEVEMENTS

Project Service Delivery Statistics:

PROJECT INDICATORS	Achieved/Actual
Number of Long Distance Truckers tested for HIV	1 656
Number of Long Distance Truckers tested for HIV +	55
Number of Long Distance Truckers tested HIV + and initiated on treatment	62
Number of Long Distance Truckers initiated on PrEP	55
Number of Sex Workers Tested for HIV	3121
Number of Sex Workers tested for HIV +	154
Number of Sex Workers tested HIV + and initiated on treatment	154
Number of Sex Workers initiated on PrEP	281
Number General Populations tested for HIV	7416
Number of General Population tested for HIV +	210
Number of General Population tested HIV + and initiated on treatment	147
Number of General Population initiated on PrEP	211
EMPLOYEE WORKPLACE WELLNESS PROGRAMME	
Number of Employees tested for HIV	3607
Number of Employees tested HIV +	75
Number of Employees tested for Cholesterol	5349
Number of Employees tested for Glucose	5349
Number of Employees tested for Blood Pressure	5349
Number of condoms distributed	467 572

Acknowledgements:

Our relative successful period could not have been possible if it were not for the support from various strategic partnerships, whom we would like to mention with great appreciation:

- MoHSS
- MWT
- USAID
- Global Fund
- NANASO
- SADC Secretariat
- GIZ
- SFH
- North Star Alliance
- Manica Group Namibia
- Namport
- Transport & Logistics Companies
- Civil Society Organizations



SUPPORT SERVICES

PROJECTS & FUNDING

In light of the New Port of Walvis Bay Container Terminal Project, the African Development Bank (AfDB) assured, with the MIC Grant, WBCG of the support for the Logistics Master Plan and Capacity Building through the Department: Projects & Funding (WBCG) to carry out the supervision and implementation of the five Activities concerned.

In addition to this main activity, Projects and Funding assured the identification of future potential funding through a number of activities undertaken with (inter-) national donors, Development Finance Institutions (DFI) and other funding partners.

Key activities undertaken:

Logistics Hub

Related to the study to provide a comprehensive logistics policy and a system development plan for Namibia concerning Phase III, the project management was assured throughout the year. After nomination of consultant Mott MacDonald, stakeholder engagements and data gathering were launched and Progress Report 1 was submitted on 31 July 2017.

Then, 2nd progress report was submitted and stakeholder workshop on Logistic Hub was scheduled for 16 November 2017. Early 2018, the Final Report was submitted and approved. The Report was presented under participation of Chairperson of Steering Committee, Net Sevier, from National Planning Commission (NPC) to the public on 26 April 2018. As follow-up, two of the four respective Working Groups started their work in July 2018.



Road Safety

With regards to the road safety program, a further study on the Trans-Cunene Corridor (TCuC) between Namibia and Angola was carried out. After WBCG appointed Individual Consultant, Mr. Felix Tjozongoro, he commenced his service on 1 June 2016. The road safety assessment for the sections in Namibia was carried out and the Final Report was submitted and approved in May 2017.

The Angolan section of the study is due be assessed from October 2018. The final stakeholder meeting in Ondjiva, Angola took place in June 2018 and Final Report was approved. To further the scope of the project, WBCG submitted a funding proposal to BMZ (German Ministry of International Cooperation) to complete the Road Safety Assessment for the other WBCG corridors including recommendation measures such as Intelligent Transport Systems (ITS) solutions to further enhance corridor management and reduce fatalities and injuries on Namibian roads.

Department: Projects & Funding (Project Management Office – PMO)

Capacity building and support was given to the WBCG Department: Projects and Funding to ensure ongoing transport facilitation advocacy activities on the country's regional corridors is assured through Manager Projects & Funding:

o Concerning the AfDB MIC grant project, contract management for all five projects was assured throughout the year. Several meetings with the consultants were organized, as well as with AfDB. The final meeting took place on 18 April 2018 to prepare the termination of project. All reports available for the individual projects were sent to AfDB. A final supervision mission of AfDB took place from 20 to 22 June 2018. The obligatory audit on the project was organized by WBCG and was successfully completed without major comments. To this end, the project as accomplished and closed in July 2018.

o Upon evaluation of the funding opportunities, contact and meetings were prepared with potential donors and DFIs. One opportunity was elaborated in order to get funding through the European Union (EU). Therefore, after meetings took place with General Directive (GD DEVCO) and European External Action Service (EEAS) in Brussels as well as EU Delegations in Windhoek and Lusaka, it became clear that funding can be generated through Regional Indicative Programme (RIP).

WBCG proposals would be applicable under two conditions:

- a) to have a joint project with a neighbouring country, such as Zambia;
- b) the WBCG corridors should be integrated at SADC level with submission to get on the EU Priority Project List.

As a result, a letter from MWT was prepared with the intention of submitting the application to SADC first, through MITSMED, and then to EU. In addition, a meeting with the EU Delegation and SADC in Gaborone was proposed to prepare that submission, and it is envisaged for November 2018.

o Concerning the potential combination of loan/grant agreements with international donors/DFIs, a meeting with European Investment Bank (EIB) took place in Brussels in January 2018, including meetings with DG DEVCO from European Commission.

A follow up was ensured, including feedback from the technical unit of EIB on the studies submitted for the road section Omaruru-Karibib-Usakos. After meetings with Road Authority (RA), EIB then confirmed a mission to Namibia which will take place in September 2018 including stakeholder meetings with Roads Authority (RA), Road Fund Administration (RFA), MWT and MOF.

To prepare the mission and to enable potential loans, some preparatory meetings took place with MWT and RA in May 2018, mainly related to the four sections of the road Omaruru- Karibib- Usakos- Arandis-Swakopmund. RA mentioned that these sections are on very high priority to be implemented for next Financial Year once financing is assured. Combining with the loan, some grants for WBCG is foreseen to build up the Project Management Office (PMO) through WBCG.

o The Project Management Office (PMO) project was handed over to Department: Projects & Funding (P&F) early 2018, in order to establish in-house capacity for WBCG to carry out studies for the projects, such as the recent Road Safety Assessment, within WBCG. That is considered to generate substantial gain in efficiency as well as save money to raise effectiveness and output within the mandate of trade facilitation of WBCG. As a first step, a project management plan was developed and submitted to management with an indicative timeline in April 2018. After approval further steps will be undertaken such as the capacity analysis with each existing departments in WBCG etc. However, it is to be noted, that expertise might still have to be build up within PMO, even with recruitment of proposed senior engineer, economist and/or other resources, before PMO can successfully participate in tenders. Therefore, it was found necessary to establish sustainable funding to start the first one/two years, to enable PMO to be fully operational in 2019/2020.

- o An Environmental and Socio-Economic Impact Analysis (ESIA) for WBCG corridors is envisaged to be undertaken in 2018/19. To this end, some meetings with GIZ took place to discuss the grant, which was approved. For this study, ToR was set up during July 2018, so that after approval, the tender will be launched in October 2018. The aim is to get the first results during second quarter 2019.

- o Another funding proposal to support WBNLDC and Wellness Department of WBCG was prepared for the 2030 Transformation Fund. Three main objectives were focused on: WBNLLDC Permanent Secretariat, Facilitation of Wellness Clinics at Namibia/Zambia border post together with a training component.

- o A proposal to MWT/MOF was prepared in August 2018 to facilitate the implementation of a grant from AfDB concerning an Intelligent Transport System (ITS) project in Namibia. Part of the project is an ITS study in Namibia and the launch of the ITS Namibia Secretariat.

- o With the intention to get funding assured for the WBCG Mobile Corridor App, some meetings with GIZ were organized during March 2018. After submission

of funding proposal a sum of EUR 16500.00 (NAD 247500.00) was approved. Another proposal was submitted to SPDA from International Chamber of Commerce. Incorporated in the Digital Africa Strategy, the project was successfully chosen to be published in Germany on a match making website with companies. In July and August 2018, the concept was developed with a German company with expertise in port and corridor management to develop a Digital Corridor Management for the WBCG corridors. In light of the opening of the new container terminal at Walvis Bay port in 2019, this concept will be further developed up to end of 2018 in order to generate the necessary funding for the implementation in 2019.

We continue to lend support to the company's trade facilitation and national logistics hub objective and investigate various funding sources that would enable the successful implementation of the varied projects under the care of the department.



FINANCE & ADMINISTRATION



As a Non-Profit Organization, dependent on members' contribution and donor funding, the core focus of the Finance and Administration Department centres on sustainability and prudent financial controls. The prevailing economic challenges in Namibia and the Region at large, coupled with the fact that the WBCG operates in a highly competitive market, required strict financial controls and constant evaluation of projects and departmental spending which in turn resulted in a positive and healthy cash-flow for the period under review. This deliberate intervention greatly contributed towards effective execution of the WBCG Mandate.

Finance and 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 WBCG remains a strong partner to the relevant development institutions. WBCG's strict adherence to corporate governance, donor policies, donors reporting, 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.

During the year, three (3) donor funded projects audit and one (1) group audit were conducted. Both audits received an unqualified audit.

To ensure ongoing sustainability, we have conducted a risk assessments of our funding. An action plan with a clear intervention program to mitigate the identified risk has been adopted and Management are constantly working on these initiatives.

Over the years WBCG has maintained a highly skilled workforce to execute the business strategy. Strong emphasis has been placed on capacity building through training, developing leadership and management skills, exposure and consistent improvement are the main factors that keep human resources at the WBCG. WBCG currently has a staff compliment of 41 employees.

We continued to modernize and harmonise our information technology at the Head Office to ensure that we have a system that supports our growing needs in business and Human Resources. 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 unqualified audit reports, continuation of our projects and operations are 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.



HIGHLIGHTS

1 SEPTEMBER 2017 TO 31 AUGUST 2018

SEPTEMBER 2017

WBCG TALKS INTRA-AFRICA TRADE IN ADDIS

Chairing the session on draft strategy for tracking progress on Boosting Intra Africa Trade (BIAT), WBCG's CEO, Mr. Johny Smith echoed the significance of communities initiated to perpetuate economic activity within the region. "The conception of the African Corridor Management Alliance (ACMA) bears reference to this", Mr. Smith explained.

NAMIBIA AND BRAZIL BUSINESS DEVELOPMENT RECOGNISED

As part of its ongoing efforts to promote the Namibia Logistics Hub Project, WBCG, with from the Deutsche Gesellschaft Für Internationale Zusammenarbeit (GIZ) conducted a Europe benchmarking and study tour to Germany, Belgium, the Netherlands and Switzerland. Initiatives such as these allow for the continuous sensitization of markets and customers WBCG wants to attract.

OCTOBER 2017

WALVIS BAY WELCOMES COSCO AS NEW SHIPPING LINE

The handling of the 4 253-TEU container vessel, Cosco Kawasaki, at the port this month is one of the many regular calls the vessel is expected to make at the Port. Cosco Shipping Lines now includes Walvis Bay in its cargo schedule following a joint shipping service agreement between Pacific International Lines (PIL) from Singapore and Cosco Shipping.

LOUDERITZ HANDLES MORE ABNORMAL PROJECTS FOR NORTHERN CAPE

The Port of Luderitz has reported the increased handling of solar panels and accessories, weighing between 30 tonnes to 230 tonnes and destined for the Thermoelectric Solar Plant in Bokpoort, in the Northern Cape of South Africa.

JAPAN SUPPORTS LOGISTICS DRIVE TO BOOST NAMIBIA ECONOMY

Japan's support is evident in the active participation of Japan's International Cooperation Agency (JICA) in logistics initiatives such as the Walvis Bay Corridor Group and aiding the feasibility studies Namibia needs to undertake in order to unlock its potential and focus on accelerating economic development. JICA has been a strategic partner of the WBCG since 2013 when it provided technical expertise to the formulation of Namibia's Logistics Masterplan.

NOVEMBER 2017

PROJECT CARGO WELCOMED AT WALVIS BAY PORT

Walvis Bay is increasingly becoming a viable port for project cargo. This month saw logistics service providers at the Port of Walvis Bay handle some interesting out-of gauge cargo. The cargo vessel BBC Maple Lea docked with two transformers weighted at 133 tonnes each, and an additional 74 crates consisting of transformer parts. Heavy cranes and special trucks were used for the transportation of the giant pieces of machinery.

ZAMBIA'S IMPORTANT TRADE ROUTE TO BE REHABILITATED

The well-known Kafue Mazabuka road, which is also the gateway to the Victoria Falls and the two borders at Kazungula and Sesheke, two of the country's important entry and exit points, is soon to be rehabilitated. The road, described as deplorable, is a central feature of the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) and the North - South Corridors.

JANUARY 2018

WBCG BIDS FAREWELL TO CEO JOHNY SMITH

After 12 years as Chief Executive Officer of the Walvis Bay Corridor Group (WBCG), Mr. Johnny Smith's time at the company has come to an end. Mr. Smith leaves WBCG to take up the reins of Namibia's railway operator, TransNamib.

Although Mr. Smith leaves the CEO position, he will still be involved in the Corridor Group in a different capacity. As CEO of TransNamib, he automatically becomes a Director on the WBCG Board.

DECEMBER 2017

LOGISTICS HUB OF NAMIBIA SHOWCASED IN EUROPE

With its office in Brazil since 2012, WBCG continues to promote business development efforts between Namibia and Brazil. In the most recent occurrences, WBCG facilitated the introduction of three Brazilian Companies: Zaltana Pescados, Enaex Britanite and Teccoil to the Namibian gateway. The three companies visited Namibia in the quest of expanding their operations in the local industry and met with numerous service providers to further explore business opportunities.

WBCG BOARD ANNOUNCES CLIVE SMITH AS ACTING CEO

Mr. Clive Smith, the current Project Manager: Logistics Hub has been appointed as Acting CEO until the Board of Directors appoints a substantial CEO.

He has 20 years of commercial and management experience having previously held various developmental and management roles in the Banking, Fishing, Transport and Logistics sectors.

WALVIS BAY SALT REFINERS EXPORT SALT TO USA

Growing the number of clients for salt supply beyond the traditional African market, Walvis Bay Salt Refiners (WBSR) has exported its first vessel of salt to the United States of America.

WBSR, which is part of the wider Synchem Group, loaded 50,000 tonnes of salt onto the M/V Condor vessel at Namibia Ports Authority (Nampor) this month.

FEBRUARY 2018

ARRIVAL OF STS CRANES AT THE PORT OF WALVIS BAY

A class of 53 Namibian logistics professionals recently became the first group to graduate from the International Federation of Freight Forwarders Association's (FIATA) Diploma for Freight Forwarders funded by the African Development Bank. At the graduation ceremony, Minister of Works and Transport, Hon. John Mutorwa applauded the graduates on completing their studies and encouraged them to use the knowledge gained to offer affordable and high-quality logistics services to the users of the Walvis Bay corridors.

NAMPORT AND NTA SIGN MOU TO FOCUS ON MARITIME EDUCATION

The Namibian Ports Authority (Namport) and the Namibian Training Authority (NTA) recently signed a Memorandum of Agreement (MoA). The agreement will ensure that Namibian citizens trained at the Training Authority will be attached to the port for practical exposure in the maritime fields.

ENTRY DAYS EXTENDED FOR DRC AND ZAMBIAN COMMERCIAL DRIVERS

The official memorandum circulated by the Namibian Ministry of Home Affairs and Immigration states that drivers of trucks who hold Zambian passports being exempted from VISA requirements will be issued a Visitors Entry Permit (VEP) valid for 15 days per entry to deliver goods on their trucks. The 15 days are per entry and the drivers may enter Namibia without limitation on the frequencies. The increase in days from the current 10 took effect on 20 February 2018.

NAMIBIA'S ROADS RANKED BEST IN AFRICA

The Roads Authority (RA) recently announced that the World Economic Forum (WEF) once again rated Namibia's roads as the best in the African Region.

Namibia topped the list of African Countries in the category of road infrastructure development with an impressive score of 5.2 out of 7, ahead of Ecuador, Bahrain, Qatar and Great Britain which all scored 5.1.

MARCH 2018

FRENCH AUTO GIANT TO SET UP ASSEMBLY PLANT IN WALVIS BAY

French car manufacturer, Groupe PSA announce earlier this month that it would start assembling Peugeot and Opel brands in Walvis Bay in the second half of 2018. Under an investment agreement with the Namibian government, PSA, whose brands also include Citroen, DS and Vauxhall, will reach output capacity of 5 000 vehicles per year at the plant.

DEVELOPMENT FINANCE SUPPORTS TRANSPORT AND LOGISTICS STRATEGY

As growth resumes in Namibia and with its trade partners, the Namibian transport and logistics sector will become a greater source of economic activity for the country and as such, the Development Bank of Namibia (DBN) initiated a drive to stimulate the sector with finance.

APRIL 2018**MINISTER APPLAUDS FIRST NAMIBIA FIATA GRADUATES**

Walvis Bay is increasingly becoming a viable port for project cargo. This month saw logistics service providers at the Port of Walvis Bay handle some interesting out-of gauge cargo.

The cargo vessel BBC Maple Lea docked with two transformers weighted at 133 tonnes each, and an additional 74 crates consisting of transformer parts. Heavy cranes and special trucks were used for the transportation of the giant pieces of machinery.

FIRST NAMIBIAN MINED LITHIUM READIES FOR EXPORT

As the first shipment of 30 000 tonnes of lithium ore concentrate is prepared for export from the Port of Walvis Bay destined for China, Namibia is proud to have established itself as a significant producer of lithium concentrate globally.

The lithium ore concentrate was transported from the Desert Lion Energy mine, located 20 km from Karibib, a town in Namibia's western Erongo Region.

MAY 2018**TURKISH DELEGATION EXPLORES BUSINESS OPPORTUNITIES IN NAMIBIA**

As part of their business expedition to explore investment opportunities, the Turkish business delegation visited WBCG on 30 May 2018.

The delegation, headed by the Turkish Ambassador H.E. Berin Tulun, was given an overview of Namibia's Logistics Hub initiative and its significant potential for boosting trade into the southern Africa region.

NUST INTRODUCES MARITIME EDUCATION

The Namibia University of Science and Technology (NUST) has been the pioneer for Marine and Maritime Education in Namibia's higher education sector and has made significant progress since the first consultative meetings with industry stakeholders in 2012.

JUNE 2018**NAMIBIAN AND ZAMBIAN TRANSPORT MINISTRIES PROMOTE THE PORT OF WALVIS BAY**

Market volumes for Zambia have increased by more than 15% in 2017, a positive sign for the continuing importance of the Walvis Bay Corridor as an alternative route for trade destined for Zambia. Namibia's Works and Transport Deputy Minister, Hon. Sankwasa James Sankwasa and Namibia's High Commissioner to Zambia, His Excellency Leonard Nambahu joined the team in presenting Namibia's transport route to the Zambian Government, traders and logistics community.

TRANSNAMIB MOVES 6 336 TONNES OF COPPER CONCENTRATE IN SINGLE WEEK

TransNamib last week announced that more than 6,000 tonnes of copper was transported in a single week on rail. This is a milestone achievement for Namibia's rail operator who is undergoing a business turnaround process. TransNamib recorded a significant increase of more than 53% in the amount of copper concentrate moved for the past quarter compared to the previous quarter. For the quarter under review 30,264 tonnes of copper concentrate was moved between Walvis Bay and Tsumeb.

JULY 2018

WBCG WELCOMES NEW BDM FOR SOUTH AFRICA

We announce the appointment of Mr. Irvaan Maharaj as the new Business Development Manager for the Walvis Bay Corridor Group in Johannesburg, South Africa. He has started in this position as of 01 July 2018 and will not only serve the South African market, but also the Botswana and Zimbabwe markets.

WBCG WELLNESS SERVICE SUPPORTS MOHSS AT INTERNATIONAL AIDS 2018 CONFERENCE

A Namibian delegation headed by our Minister of Health and Social Services, Dr. Bernard Haufiku attended the 7-day AIDS 2018 Conference. The WBCG's Wellness Service Manager, Mr. Edward Shivute supported the mission in presenting various HIV/AIDS related abstracts as a member of the National AIDS Executive Committee and as a representative for local Civil Society Organizations on the national HIV/AIDS technical working groups.

More than 15,000 people gathered in Amsterdam on the 20th July 2018 for the opening of the 22nd International AIDS Conference (AIDS 2018), where leaders focused on the major new investments, science-based policies and the political will needed to put the HIV response back on track.

TRANSNAMIB WELCOMES WVTC TRAINEES

TransNamib welcomed the first group of 62 trainees from the Windhoek Vocational Training Center (WVTC) studying in the technical fields of auto mechanics, electronics, and electrical general, with an additional 15 trainee diesel electric fitters to be recruited as per the tripartite agreement between TransNamib, Namibia Training Authority (NTA) and WVTC.

This group will participate in the apprenticeship programme for three years whereby the theoretical component will be offered by WVTC and the practical component by TransNamib as part of the work integrated learning. This arrangement is in line with the VTC's Competency Based Education and Training (CBET) where trainees are mentored and gain hands-on experience through on the job training. The project is funded by NTA to the tune of N\$ 12 million.

AUGUST 2018

WORKSHOP HOSTED TO DISCUSS HOW TO IMPROVE LOGISTICS PERFORMANCE

The WBCG and Namibian-German Centre for Logistics jointly host a workshop focusing on effective performance measurement in logistics and supply chain management. The workshop featured Professor Lauri Ojala, a visiting Professor of Logistics, Operations & Supply Chain Management from the Turku School of Economics at the University of Turku in Finland. The keynote speaker presented on the genesis of LPI and formulation and how Namibia can prepare itself in future to improve its Logistics Performance Index ranking.

The Professor is the initiator and co-author of the World Bank's Logistics Performance Index (LPI), first launched in November 2007. The next edition of the LPI is due to be published in 2019.



ANNUAL REVIEW 2016-2017

*Produced by the
Marketing and Communications Department
of the Walvis Bay Corridor Group*