

# ANNUAL REVIEW

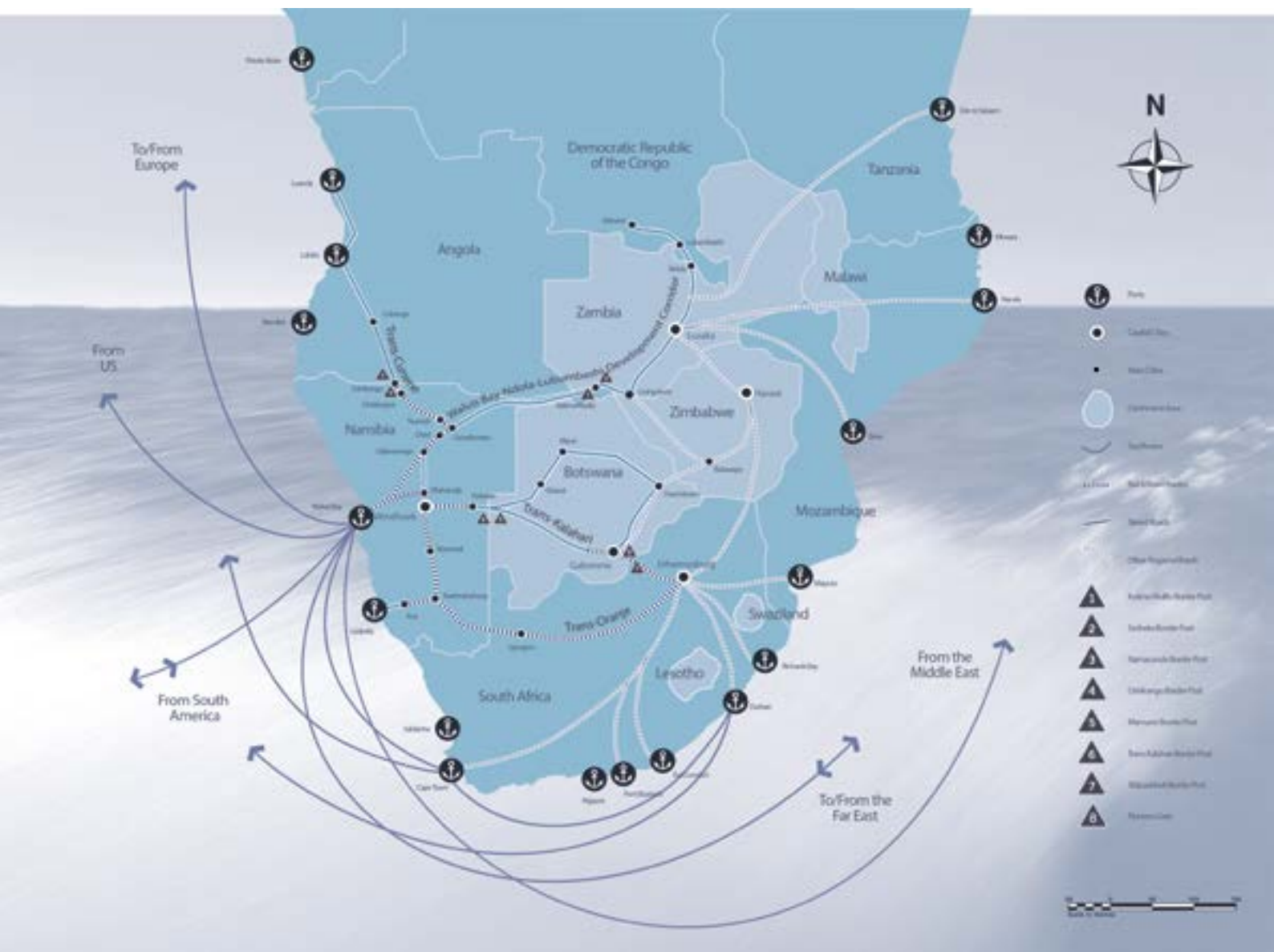
September 2018 - March 2019



WALVIS BAY  
CORRIDOR  
GROUP

# THE WALVIS BAY CORRIDORS

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Trans Kalahari Corridor (TKC)  
Namibia, Botswana, SA, Zimbabwe

Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC)  
Namibia, DRC, Zambia, Zimbabwe, Malawi

Trans-Cunene Corridor (TCuC)  
Namibia, Angola

Trans-Oranje Corridor (TOC)  
Namibia, South Africa

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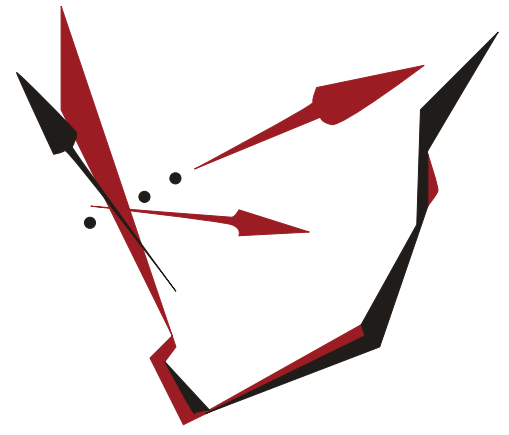
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## CORPORATE PHILOSOPHY

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### VISION

We shall facilitate the best logistics hub for Africa.

### 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).

### VALUES



Good Corporate  
Governance



Confidentiality



Integrity, trust  
and mutual respect



Teamwork

# About Us

We are a  
Public Private  
Partnership  
(PPP)

We facilitate  
corridor  
development

We promote  
the Walvis  
Bay Corridors

We shall position  
and brand the Group  
competitively through  
partnerships to increase  
balanced import/export  
cargo volumes.

## What do we do?



# CHAIRMAN'S REPORT 2018/19

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

With due recognition of the required fiscal and financial regulatory environment that governs the operations of the Walvis Bay Corridor Group, the Board of Directors has collectively resolved to amend the financial reporting period of the WBCG from the original September/August period to now our financial year running from April to March. This was mainly necessitated to align and synchronise the various reporting to that of the Government and by extension to the reporting period of the SOE members, namely Namport, Roads Authority, Road Fund Administration, TransNamib and the Walvis Bay Municipality. It is thus with this consideration that the WBCG financial year was changed effective February 2019, following approvals from the regulatory bodies. In order to align the process, it was agreed to have a 7-month financial year from September 2018 to March 2019 where after WBCG would start the new aligned financial period as from 01 April 2019.



The WBCG remains at the forefront to promote the Namibia Transport and Logistics sector and to work closely with central Government, including regional and local Governments, to execute the Namibian vision of positioning our ports and corridors as the preferred trade route for our landlocked neighbouring countries.

Through our various partnerships, engagements and activities, we remain committed to deliver quality service to our members and the Namibian nation at large as we continuously adapt to changing circumstance, to ensure we fulfil our mandate.

Namibia has over the past 5 years experienced an economic downturn that had a negative impact on most sectors. These factors required Government to adopt a number of stringent austerity measures that in turn had a negative impact on the economy as several large budget cuts placed pressure on sectors such as construction and retail trade. As a fully member funded organisation, mainly supported by Government, the WBCG had to further enhance its application of member funding to ensure value to members, stakeholders and the Country at large.

It is pleasing to note that management has been prudent in the allocation of resources to activities and programs that maximised the return on investment through greater promotion activities whilst still ensuring robust interventions across both the public and private sector.

Despite the challenges that faces the Namibian economy it is further pleasing and exciting to note a positive result in our corridor volumes over the 7-month period of 2018/19 financial year compared to the same period 2017/18. Through the efforts and cooperation of all stakeholders, supported by our regional offices the Walvis Bay corridors recorded a 39% increase in volumes compared to the previous year. This could only be possible through the collective efforts of all partners and we look forward to continue our collaboration as we further enhance the Namibia

Logistics sector to attract more volumes and ultimately unlock opportunities for investment that would stimulate our economy.

#### Corridor Development to enhance Regional Trade

The WBCG's Public-Private Partnership model continues to be used as a benchmark and during the period under review we've received various visitors to understand the principles we apply to not only promote a safe, secure and efficient corridor network but specifically how the private sector benefit from our regional and continental interventions.

We remain an important voice on the continent and are involved in a host of programs geared towards supporting the Africa Continental Free Trade Agreement (AfCFTA). 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.

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. During the period under review the region has experienced an explosion of various non-tariff barriers and events that threatened trade and had a negative impact on business. The WBNLDC, supported from our office in Lusaka, engaged in a number of interventions such as the huge delays experienced at the Kasumbalesa border, various instruments introduced by the Zambian Government as well as concerns at the Katima Mulilo border. We have consulted Governments, public entities and the private sector and continue to create platforms to enable industry to address various matters of concern.

The Africa Corridor Management Alliance (ACMA) which the WBCG also host, has received wide support on the continent. It is now in its final stages to be duly registered in Namibia which would further enhance the WBCG's role on the continent in terms of corridor programs.

#### Sustainability in the face of Economic Challenges

Operating in a highly competitive and demanding environment, the WBCG needs to constantly adapt its approach to effectively execute its mandate. This is also true to ensure the long term sustainability of the organisation which dictate strong management of challenges and implementation of strategic programs to further diversify our service offering to members.

The Board and I remain confident in the WBCG's future 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 an institutional level the WBCG remains actively involved in a number of national and regional programs and the various projects under our portfolio are doing well, despite the challenging environment over the past years.

Our Wellness department remains on the forefront in the fight against HIV/Aids and has made tremendous inroads in our offering of general wellness and primary health services to our members. During the period under review we have enhanced our relationship and partnership with a number of international 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. To that end we streamlined our Business Development portfolio to ensure we focus on short term opportunities and engage

those clients and accounts in the region that would easily convert to using our corridors. This was done with a long term view of attracting large volumes and further ensures a firm base of operators on the corridors.

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 continues to enhance its efforts to attract more cargo volumes for this corridor.

The Brazilian market, as the closest international market to SADC, remains of great interest to the WBCG. Going forward we will continue our intervention in this market and continue to engage shipping lines to induce direct calls to Walvis Bay.

Trade facilitation efforts continue to receive high priority as this ultimately benefits our members and the industry at large. We intend to 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

The environment we operate in requires us to build and maintain strategic partnerships. We are proud of the network established over the years. During the past 7 months we focused on further collaboration with a host of industry, Government and development partners. We extend our gratitude to all partners and will continue to embrace the relationships build.



### Into the future

Despite the challenging environment we find ourselves in the WBCG remains confident of the potential Namibia has to offer. As a fairly new trade route, competing with the traditional routes of Durban, Dar Es Salaam and Beira, we are proud of the achievements and the notable increase in volumes. These are mainly existing volumes that has shifted from the traditional trade routes to Namibia. It is our implicit intention to continue with interventions to ensure efficient border crossing, supported by a network of robust service provision to allow for further growth on the corridors.

The Namibia Logistics Hub project continues to receive support from Government and development partners and with the developments in the region, specifically from competitor ports and corridors, the WBCG will continue to advocate for robust implementation of the Logistics Master Plan Programs.

We remain cognisant of development on the regional corridors and continue to ensure we benchmark our services and efficiencies, including cost, to be able to intervene with support to members. The impending completion of the new container terminal at the Port of Walvis Bay presents an exciting opportunity to the industry, as we will be increasing our capacity to handle more cargo with the new state of the art equipment. The WBCG will double its efforts to promote this massive investment in the region and beyond.

The WBCG employees remain at the forefront of delivering on the mandate of the organisation and as such we will continue to ensure a conducive work environment focusing on further capacity development. The Board extends our appreciation to management and the entire team for your steadfast and dedicated service to all stakeholders and indeed the country and region at large.

Our members remain at the heart of our service delivery and 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.

A portrait of Mr. Clive Smith, a Black man with glasses, wearing a grey suit, white shirt, and a patterned tie. He is standing with his arms crossed in front of a stone wall with the words 'WATERBURY COMPANY GROUP' visible in the background. The image is partially enclosed in a white circular frame on the left side of the page.

# CEO'S REPORT 2018/19

Acting Chief  
Executive Officer,  
Mr. Clive Smith

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 reposed to market conditions.

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 fr 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".



The Walvis Bay Corridor  
Group (WBCG) is a  
service and facilitation  
centre to promote the benefits  
of using the Walvis Bay  
corridors through the port  
of Walvis Bay to and from  
southern Africa.



# BOARD OF DIRECTORS

As at 31 March 2019



**Bisey Uirab**  
Chairperson



**Jack Dempsey**  
Treasurer



**Willem Goeiemann**  
Ministry of  
Works & Transport



**Susan Beukes**  
Ministry of Finance



**Nehemia Nghishekwa**  
Ministry of Home Affairs



**Patrina Nakale**  
Ministry of Industrialisation,  
Trade & SME Development



**Immanuel !Hanabeb**  
Namport



**Johny Smith**  
Transnamib



**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

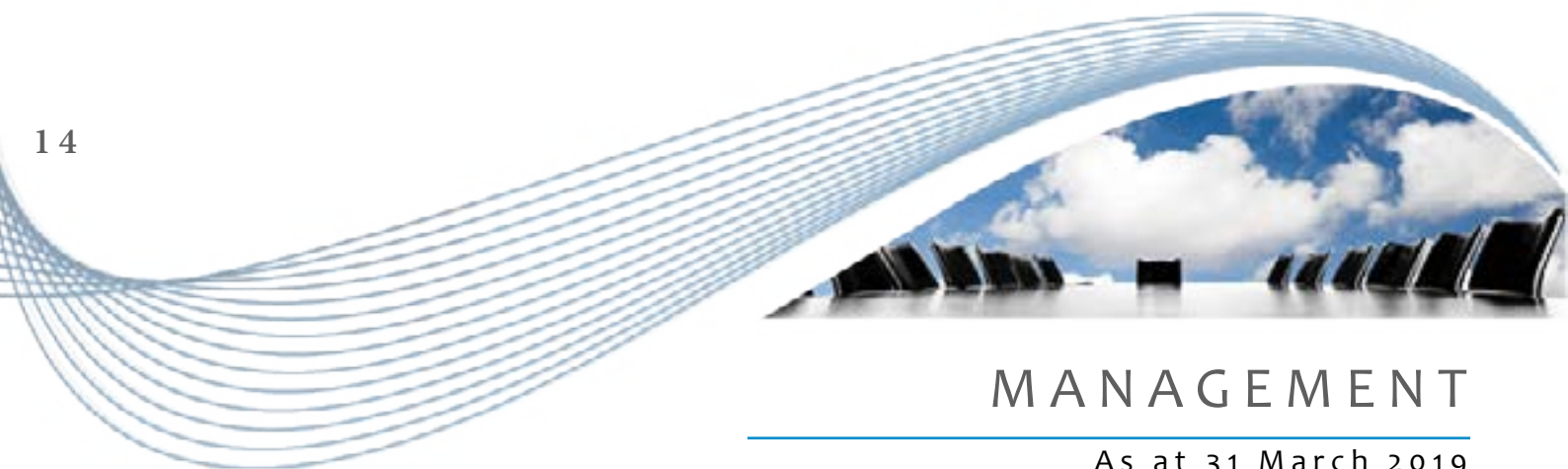


**Charity Mwiya**  
Namibian Chamber of  
Commerce & Industry



**John Dias**  
Namibian Transporters  
Association





# MANAGEMENT

As at 31 March 2019



**Clive Smith**  
Acting Chief Executive Officer



**Klaudia Mwala**  
Manager: Finance  
& Administration



**Gilbert Boois**  
Manager: Spatial  
Development  
Initiative



**Edward Shivute**  
Manager: Wellness  
Services



**Cindy-Lu Hasheela**  
Manager: Marketing &  
Communications



**Eric Shimumbwe**  
Consultant: Cluster  
Secretariat WBNLDC



**Ricardo Latkani**  
Business Development  
Representative: Brazil



**James Kaposa**  
Business Development  
Manager: Zambia



**Irvaan Maharaj**  
Business Development  
Manager: South Africa



Business  
development

Cross border  
facilitation

Infrastructure  
development

Advance  
Namibia's  
Logistics Hub

# Strategic Role

# MARKETING & COMMUNICATIONS

The WBCG has during this period continued with our engagement strategy, focusing on two-way communication and increased face-to-face engagements. The department has supported the team by upgrading and implementing new tools to support this strategy. Concerted efforts were made to 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. The department's ability to be innovative and agile has allowed us to perform well, complementing the marketing and business development programme of the WBCG.

## Stakeholder engagement

As a core function of the WBCG's business strategy, engagement with our stakeholders has guided our communication and marketing activities. We have seen an increase in interactions, where we were able to build new relationships and align ourselves better, to benefit the company's goals.

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 Walvis Bay and Johannesburg South Africa. The WBCG regional and continental participation included exhibition stands at the Intra-Africa Trade Fair held in Egypt in December and at the Africa Mining Indaba held in Cape Town in February. The WBCG was further represented at the Global Expo in Botswana in October and engaged international stakeholders at information sessions organised for a business mission to Rotterdam, Antwerp, Hamburg, Bremen, Marseille and Geneva in the month of November.

Assistance to national stakeholders was provided by ensuring the transport industry's presence at their events. The 10th Annual Transport and Logistics Workshop held in Swakopmund in September, 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.

## MARKETING & COMMUNICATIONS

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Namibia's first State of Logistics Report was launched in Windhoek in March by the WBCG, NGCL and GIZ. The Minister of Works and Transport, presented the report to industry members, as well as foreign dignitaries from various embassies represented in Namibia. We received great reviews and wide media coverage for this project.

The department increased its support to the members by participating in business development engagements, meeting with potential business partners and arranging the requested meetings with industry members. Following a meeting with transport members, we were able to refine the WBCG's rate request procedure and documentation, to improve the turnaround time on quote submissions to potential clients.

In support of our strategic goal to increase our brand ambassadors, we approached the commercial councillors of foreign embassies stationed in Namibia. An overview of the company and the Logistics Hub initiative was presented to these key contacts, which resulted in increased engagements and opportunities from these stakeholders.

### 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.

### The brand

Although the WBCG has a strong brand presence within the industry, improved awareness of our role is needed. We adjusted our message and target audience to educate the general public in Namibia and in the region to address this gap.





The WBCG's Wellness Service continues to grow into a well recognised brand and have become a respected service provider in the industry. 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. A new roadside clinic in Windhoek was branded, along with new mobile clinics and vehicles. We further rebranded the older mobile clinics to align with the new fresher brand image. The WBCG supported the National AIDS Day commemorations held in December, by mounting billboards along the route to the official event site in the north of the country.

The WBCG maintains a good relationship with the media in Namibia as well as regionally and internationally. During the year under review we focused on developing our contacts to media organisations in all the relevant markets in order to expand our channels of communication. Various advertorials were placed in national, regional and international transport and trade publications, which include the Freight and Trading Weekly (FTW), the Namibia Trade Directory and various local and international publications. In order to keep Namibia's logistics news in the print media we submitted regular media releases and articles specifically requested by journalists. Stories sourced from our newsletter were published in local newsprint and by online news agencies. Marketing and Communications circulated media clippings of relevant local and regional information to keep our members and team informed on the changes in the logistics and trade landscape in the SADC region.

During the period, we assisted DSTV's Kyknet TV network to produce a documentary on Namibia's growing logistics Industry and the impact of the new expansion at the port on the industry and in the region.

As recognition of our 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. We continued to publish our monthly online newsletter, the eCorridor, which provides updates on key developments and accomplishments and allows us to feature the various activities of ourselves, our members and partners.

The WBCG website was under construction during the period. As an old site, the entire platform was shifted and reconstructed, to better align with our needs. The WBCG's social media presence is doing well. The Facebook and LinkedIn pages attract new interest 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 on Facebook, as well as reach the global business community with our LinkedIn presence. These platforms carry news items, upcoming events, advertisements, vacancies and photo uploads.

### Way forward

We have steadily expanded our network to improve our reach and extend our regional and international footprint. The department keeps looking for new innovative ways to disseminate WBCG's and our stakeholder's 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 order to aid us in achieving the objectives of the organisation. 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.



# INTERNATIONAL & REGIONAL BUSINESS DEVELOPMENT

## ZAMBIA

Zambia's economic activities for the period under review can be summed up as being positive and progressive. Though the main stay of Zambia's economy are copper exports, there has been serious industrial distress, which saw copper production reduced by over 40%. The decrease in copper production was further compounded by the government's take over of one of Zambia's major copper producers, Vandeta's Konkola Copper Mines (KCM) which resulted into a long litigation process in the courts of law both locally and abroad.

The distress in the mining sector was as a result of government's intentions to replace the value added tax system with a sales tax system which the mining and manufacturing sectors opposed. This forced some companies to initiate scaling down on their operations leading to loss of targeted outputs. As a result of the above the economy has been experiencing high inflation, heavy currency depreciation and tight liquidity which continues to affect the capacity to import goods at the usual level. Conversely, the government is looking into finding a solution that will be to the benefit of the public and private sectors in the country.

Zambia has turned their attention to the improving on alternative energy sources involving solar energy. These new energy undertakings present the unique opportunity of transporting the parts and machinery required to develop the projects. Another area of interest is Zambia's focus on new commodities such as agro products, which include fertilizer, tobacco and cotton.

Our prospects for providing an efficient logistics solution to this market have greatly increased. In an effort to raise awareness of the corridor, we have applied some new marketing and business development strategies to entice the Zambian industry to use the Walvis Bay route.



The WBCG's Business Development office in Zambia has focused on undertaking key activities that provide the potential to add volumes to our corridor, while other activities were aimed at achieving awareness and publicity of the corridor. We have aligned ourselves with various business forums, creating partnerships between private and public companies that serve to engage them on the use of the Walvis Bay corridor as an alternative route for both exports and imports.

Additional strategic partnerships we have developed during the period, is with intergovernmental development agencies aimed at showcasing the investment opportunities in the country. Discussions and linkages with Zambian and Namibian service providers like transport companies and forwarders are an on going endeavour.

In the past three to four years, Zambia has posted a month-to-month volume growth of over 8 to 15%. This is due to interventions aided further by the delays, hold ups and policy inconveniences being experienced on other corridors.

We have seen key transport companies open up services on the Walvis Bay-Ndola-Lubumbashi Development corridor and have a number of newcomers planning to open their services on our corridor in the near future.

As we look forward to celebrating the 15-year anniversary of the WBCG's Zambian office in the coming year, we commit ourselves to continued engagements to strengthen the linkages between the Namibian and Zambian stakeholders to ensure that we provide an efficient, secure and cost effective route for our customers.

## SOUTH AFRICA

The economy of South Africa is the second largest in Africa. As a regional manufacturing hub, it is the most industrialised and diversified economy on the continent. The country has a comparative advantage in the production of agriculture, mining and manufacturing products relating to these sectors.

As a leading economy, many global corporates operate their continental and regional head quarters from here. Due to this fact, the WBCG's Business Development Office in this market plays a crucial role in forging strategic relationships with these multinationals.

We have been hard at work introducing new clients to the concept of the Walvis Bay route. A list of projects was compiled which we use as a baseline to develop business over the medium to long term. As part of this process market intelligence is gathered and new business opportunities are created for the members of the WBCG. Through interaction with our members we also aim to offer a better service to importers and exporters in the Gauteng market, especially with regard to Europe and the Americas. The 48-hour delivery time between Walvis Bay and the Gauteng Province, together with the shorter sea leg still remains a much faster option for importers and exporters and reduces their import costs.

A follow-up was done to explore how Walvis Bay can benefit the supply chains of some of the major FMCG companies based in Johannesburg. The bottom line is that a long-term strategy is needed to build that specific business profile among those retailers. We therefore continue to create awareness of Walvis Bay and then determine how best we can serve this market segment.

The South African office is also responsible for developing the market in Botswana as well as Zimbabwe, particular emphasis was placed on supporting growth in those SADC markets. The volume of goods in transit via Walvis Bay for the Zimbabwean market has steadily increased, amidst challenges in the local economy, but we are aware of an increased interest in utilising Walvis Bay as the preferred trade route to Europe and the Americas. Further focus was put on developing Walvis Bay as a regional hub for warehousing and value-addition activities.

As for the Botswana market the WBCG works with the TKCS and Botswana Rail, which is responsible for the Dry Port in Walvis Bay, to establish how volumes for Botswana can be increased via Walvis Bay. Engagements in the Botswana market and awareness creation have helped to grow the market. The joint marketing committee between

Botswana Rail, TKCS and the WBCG has identified strategies for further growth. Botswana Rail has taken the lead in the marketing campaign in Botswana which started during 2017.

In general, the trading partnership between Botswana and Namibia is strengthening as companies in both countries are realising common growth opportunities. Awareness creation through talks and networking still remain important activities to increase the footprint of the Port of Walvis Bay and the TransKalahari Corridor in South Africa. Opportunities to address conferences provided a good platform to introduce the concept and success story of the Walvis Bay Corridors to new and existing clients.

The Gauteng market remains the biggest opportunity to ship imports and exports from Europe and the Americas via Walvis Bay in less than 25 days to their destination the industrial heartland of Southern Africa. With the expansion of the Port of Walvis Bay through the new container terminal and bulk port nearing completion, much interest has been shown and many opportunities have been presented to potential investors.

Our service offering regarding Europe and the Americas remains the best in transit time and we are therefore focusing on our long-term strategy to build volumes as we manage to convince the relevant stakeholders of the time and cost-saving benefits.

## BRAZIL

The Brazilian economy experienced several blows during 2018. The adverse global environment for emerging economies from the second quarter onwards and the uncertainty surrounding economic policies in the aftermath of the country's presidential elections were major contributors. We further saw a temporary halt in the transport sector with the truckers strike in May. These setbacks however were overcome and the country is seeing a gradual recovery, as their political environment stabilises.

The Brazil to Walvis Bay international trade corridor offers significant opportunities for traders between the Latin American and southern African markets. The potential exists for Brazil to utilise Namibia as a hub for a myriad of products. Through regular engagement with key stakeholders and exhibition at the Intermodal South America, the WBCG Brazil office has created awareness of the Port and the Walvis Bay corridors.

We saw a 10% increase in the volume of Brazilian cargo destined for the southern Africa region, against same period in the previous year. The market is gaining a better understanding of the WBCG concept as we heavily engage in promoting Namibia, the Port of Walvis Bay, the corridors and the Logistics Hub initiative. Our efforts are focussed on the agri business, car manufacturing, food processing, furniture, electronics, frozen food and medicine sectors.


Meetings were held in different regions to attract interest from various Brazilian companies to establish offices, plants and distribution centres in Namibia in order to reach the SADC Market. These meetings culminated in the potential development of Memorandums of Understandings (MoU's) between the WBCG and interested Brazilian companies, which will allow for a combined approach to exploring the opportunities available between the two markets and for developing the prospect of having a direct call to Walvis Bay.

Further interest was expressed in the new container terminal as well as hinterland connections and potential investment in inland dry ports and depots. The companies are exploring the possible collaboration on various aspects of successfully establishing and managing Free Trade Zones, developing scenarios in promoting efficiencies in the logistics sector, trade missions and capacity building opportunities for the Namibian Logistics Sector.

The Brazilian market provides immense opportunities as a trading partner with SADC. The challenge remains in finding a way to reduce high sea freight costs between Brazil and Namibia. The push to establish a direct call resumes. Continued efforts to build the connection between SADC and Brazilian importers and exporters is key. The WBCG's Business Development offices are collaborating to improve these links in order to boost the south-to-south connections.

The potential for cooperation with Brazilian companies to explore business and trade between South American and Southern African countries has been revealed. The Namibia Logistics Hub Project, development at the Port of Walvis Bay and overall opportunities in Namibia as a potential distribution hub into Sub Saharan Africa has caught the attention of Brazilian business. The WBCG endeavours to remain steadfast in its search for opportunities between Brazil and Namibia into the Region, in order to ensure the accelerated development of our Logistics sector.





Time  
Savings due  
to efficiencies

High Safety  
and Security

Reliable  
Routes

Sound  
Financial  
Environment

# Benefits of the corridors



# CROSS BORDER FACILITATION

## WALVIS BAY-NDOLA- LUBUMBASHI DEVELOPMENT CORRIDOR

The Walvis Bay - Ndola - Lubumbashi Development Corridor interim - Secretariat was established in Livingstone, Zambia on 5th March 2010 when the respective Ministers responsible for transport matters of the Republic of Namibia, the Republic of Zambia and the Democratic Republic of Congo signed the tripartite agreement. The Ministers from the member states were Helmut Angula, Geoffrey Lungwangwa and Laure Marie Kawanda, respectively. The Presidential directives preceded the agreement in 1997, by the former heads of State and government of the three member states, respectively. This high level political initiative fast tracked the formation of the Walvis Bay - Ndola - Lubumbashi Development Corridor under the tutelage of the Walvis Bay Corridor Group. The secretariat seeks to facilitate the removal of physical and non-physical barriers to the movement of goods and people transiting through Namibia, Zambia and Democratic Republic of Congo.

In facilitating the removal of soft and hard infrastructure barriers to trade along the corridor, the WBNLDC has created a robust stakeholder network in Namibia, Zambia and DRC. The network includes a cluster of captains of industry, cross border players and policy makers. Many of these stakeholders are also present on the social media platform which promotes information sharing, interaction and ensures that most trade facilitation challenges along the corridor are communicated at supersonic speed and addressed in an efficient and effective manner.

The activities of the WBNLDC's Secretariat are premised on the need to improve operational efficiency and reduce costs of doing business along the corridor. Therefore, these include monitoring corridor performance, advocacy for and coordinating infrastructure development, maintenance and promotion of business development along the corridor, policy, advocacy and development, regulation and harmonisation of road user charges and transport related costs, streamlining and documentation of procedures, promoting the use of SMART corridors, capacity building in key institutions engaged in transport

operations, provide information services to stakeholders, academia and other interested parties, promotion of an integrated regional single window.

Tripartite meetings also provide a platform and an opportunity for dialogue for stakeholders in Namibia, Zambia and DRC when they engage and discuss trade facilitation challenges and possible solutions along the corridor.

#### Clarification on cross - border fees at Kasumbalesa

The WBNLDC secretariat engaged the Zambia Integrated Property Border Crossing Company (ZIBCC) to clarify on current cross border parking fees at Kasumbalesa border post. The cross border fee for commercial trucks is \$100 per crossing and \$150 for abnormal trucks. If a truck does not exit the border facility after 48 hours from the time of entry, it would be required to pay a further \$25 parking fee per day. The fee for small cars and buses is \$25 per crossing.

#### Rehabilitation of Kasempa and Kaoma road

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's in-house roads engineering department under a commercial contract from BHL. FQM has supported the initiative by allocating transport to Walvis Bay of 30% of its copper anodes with BHL.

Over 220 truckloads are used to carry 7,000 tonnes of copper every month and transport mining equipment and supplies back to its Kansanshi mine in Solwezi and Sentinel mine at Kalumbila. 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 creation, poverty reduction and other spatial development initiatives along the corridor.

#### Consultative meeting between Ministry of Transport and Communications - Zambia and Ministry of Works and Transport of Namibia

The consultative meeting between the Ministry of Works and Transport of the Republic of Namibia and the Ministry of Transport and Communications of the Republic of Zambia, and the Truckers Association of Zambia, in conjunction with the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) was held at the Ministry of Transport and Communications in Lusaka, Republic of Zambia on Friday 19th October 2018. The main objectives of the meeting were to share and consult with the private sector members, particularly, the Truckers Association of Zambia (TAZ) on the User Pay Principle funding mechanism for sustainable funding of the Walvis Bay - Ndola - Lubumbashi Development Corridor executive committee, to share the envisaged proposal of \$10 per entry and exit for commercial vehicles entering and exiting Namibia through Katima Mulilo and Wenela border post, which translated to \$5 entry and \$5 exit, into and out of Namibia, to share the prospect of the National Road Fund administration of the Republic of Namibia to execute and administer the UPP levy for the purpose of funding the operations of the WBNLDC Executive Committee.

#### 21st session of the Namibia - Zambia Joint Permanent Commission on defence and security hosted in Windhoek

The Ministry of Defence of Namibia hosted the 21st session of the Namibia - Zambia Joint Permanent Commission on defence and security in Windhoek, Namibia towards the end of September 2018. The meeting resolved to enhance joint operations and information sharing through the existing bilateral cooperation between the two countries.

#### Africa Transport Policy Program (SSATP) meeting Dar es Salaam Tanzania

During the period under review, we participated and presented at the Africa Transport Policy Program (SSATP) - Regional Economic Communities Transport Coordinating Committee (REC TCC) meeting that was held in Dar es Salaam, Tanzania between 28th and 30th November 2018. This meeting was co - hosted by the Central Corridor Transit Transport Facilitation Agency (CCTTFA), which was assisted by the African Corridor Management Alliance (ACMA), WBNLDC and the Intergovernmental Standing Committee on Shipping (ISCOS) in providing secretarial services at the continental meeting. The meeting aimed at enabling participants to discuss regional integration, transport and trade related complex challenges confronting Africa's respective sub-regions and to provide practical solutions in resolving them. Further, the meeting provided a platform for sharing corridor best practices such as Corridor Performance Management Systems (CPMS) or Corridor Observatories, status and progress on various programs on integration and cohesion and connectivity across the African continent. Proposals for implementation of the SSATP regional integration programs and pillar activities were provided for effective and efficient implementation of the project for Development Plan number four (DP4).

### Michael Chilufya Sata toll - plaza commissioned

The Republican President of Zambia, His Excellency Edgar Lungu, through the Road Development Agency of Zambia (RDA), commissioned the Michael Chilufya Sata toll plaza on the Kitwe - Ndola dual carriageway in November 2018. The Choma Toll Plaza was also commissioned later. A steady progress towards the construction of the Livingstone toll plaza, just after the Livingstone way – bridge is additionally underway.

The Zambian government plans to construct about 67 toll plazas across the country. The National Road Fund Agency (NRFA) indicated that the new toll plaza would contribute positively towards the maintenance of the Ndola-Kitwe dual carriageway. Implementation of the national road-tolling program is aimed at attaining fiscal sustainability in road development and a model for sustainable financing of road infrastructure projects in Zambia in limited fiscal space and competing national needs.

### Severe congestion at Kasumbalesa border post

In early November 2018, over 3000 trucks were marooned at Kasumbalesa border post on the Zambian side. Clearance delays, and a host of other caused the severe congestion - non-tariff barriers (NTBs) on the Democratic Republic of Congo (DRC) side of the border.

DRC authorities had reduced trucks entering DRC via Kasumbalesa from 500 to 200 trucks per day to make way for construction of a new parking area that would cater for over 1200 trucks. The Zambia Revenue Authority governing board, the Zambia integrated property Border Crossing Company (ZipBCC), the Walvis Bay - Ndola - Lubumbashi Development Corridor, Chililabombwe District Council, Copperbelt provincial administration, Ministry of Commerce Trade and Industry, Ministry of Transport and Communications as well as other stakeholders including high ranking government officials engaged authorities in DRC to put in mitigating measures.

The congestion of trucks had a negative spiral effect on delayed government revenue, drivers' safety, wellness, security, sanitation, risk of fire and environmental hazard from dangerous goods.

The free flow of trade in the SADC and COMESA region was negatively affected during this period. All the borders in Zambia had experienced huge traffic delays and congestion reaching astronomical proportions.

Long winding queues of trucks at Chirundu border stretched as far as the escarpment, and queues at Kasumbalesa stretched as far as 60 kilometers towards Chililabombwe town towards Kitwe.





### SADC Rules of Origin

During the period under review, the WBNLDCMC engaged with Ministry of Finance - Namibia Customs to circulate the updated lists of signatories and stamp impressions for originating goods for customs officials in Walvis Bay as some SADC certificates of origin were being denied by Zambian customs officials at the Livingstone centralized processing center. Some Namibian transporters and exporters had experienced this technical non - tariff barrier that was resolved with WBNLDC intervention.

### Kafulafuta Weighbridge rehabilitated to decongest Kapiri - Mposhi Weighbridge

The Road Development Agency (RDA) undertook maintenance and rehabilitation works at Kafulafuta weighbridge between Ndola and Kapiri-Mposhi along the corridor. The weighbridge became operational and re-opened on 1st February 2019. All the South - bound heavy duty motor vehicles above 6.5 tons are weighed at Kafulafuta weighbridge. This development reduced congestion at the Kapiri - Mposhi weighbridge, which was a challenge to drivers and transporters.

### Fines and charges on consignment notes imposed on Zambian transporters traversing Namibian territory - dropped

The challenge arose where Zambian trucks were impounded and truck drivers fined by the Namibian Roads Authority for failure to produce consignment notes, in addition to the cross border permits in their possession when transporting goods to Namibia.

A meeting coordinated by the Walvis Bay Corridor Group through the Walvis Bay - Ndola - Lubumbashi Development Corridor committee in conjunction with Ministry of Works and Transport of Namibia, was held on 22nd February 2019 in Katima Mulilo to address the issue.

While the Zambia - Namibia bilateral agreement of 1999 and the trilateral road transport agreement of 2016 provided for transporters to carry consignment notes together with road permits, they did not state that the consignment notes should be issued by State Authorities at the border.

Fines regarding the absence of consignment notes on Zambian transporters were suspended by Namibia through the Roads Authority. All cases that were in the process of litigation and prosecution regarding non-compliance on consignment notes had also been dropped by Namibia through Roads Authority.



Co-Chairs of the Walvis Bay-Ndola-Lubumbashi Development Corridor Management Committee



## CROSS BORDER FACILITATION

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### Regional Corridor Management Institution commissioned by transport leaders

The Tripartite Transport and Transit Facilitation Programme (TTTFP) hosted a validation and review workshop on the feasibility of establishing a Regional Corridor Management Institution (RCMI) was held at in Maputo, Mozambique on 26 to 27 March, 2019.

SADC, COMESA & EAC Ministers responsible for transport matters directed the SADC secretariat to conduct feasibility studies on the establishment of a Regional Corridor Management Institution.

The Cross Border Road Transport Regulators Forum (CBRT-RF) was created as a platform for government agencies and departments with mandates to regulate cross border road transport in the SADC region. The forum acts as a platform for information and knowledge exchange, capacity building and development of cross border road transport policies, regulations, laws, standards and systems. The CBRTRF serves as a consultative body to the Roads, Road Transport and Road Traffic sub sectorial committees.

### Way Forward

The WBNLDC management committee and partners have worked tirelessly to resolve the challenges experienced by transporters using the corridor. The unpredictable and inconsistent regulatory environment in the member states, need for infrastructure upgrades along the route and the unaligned fees and processes need to be addressed. The good will and stakeholder network established in the member states and sub regions of Africa provide continuity for corridor programs. The secretariat commits to continued engagement and efforts to ensure the smooth movement of cargo on the Walvis Bay-Ndola-Lubumbashi Development Corridor.



## LOGISTICS HUB INITIATIVE

**A**s Namibia advances towards becoming an important transit route for cargo into southern Africa, we continue to develop and transform ourselves into a logistics hub for the region. Appointed by the government to spearhead the effective implementation of the Namibia Logistics Hub Initiative, the Walvis Bay Corridor Group (WBCG) continues to create platforms to have thematic dialogue with the industry, share information, solicit input and keep the momentum going towards Namibia becoming a Logistics Service Centre for the region.

The Logistics Master Plan is coordinated by a Steering Committee, chaired by the National Planning Commission. There are however many role players working towards ensuring its implementation. Special recognition should be given to GIZ and JICA, who provide technical and financial assistance to ensure the implementation of the various programmes being developed under Namibia's Logistics Master Plan. The list of proposed programmes and actions involve many stakeholders from both the public and private sectors with different interests and priorities. It is important that these programmes be implemented in an integrated manner in order to realise the synergy of all the factions.

In order to ensure wide spread stakeholder involvement with the implementation of Namibia's Logistics Master Plan, the WBCG with support from JICA and GIZ, formalised various working groups consisting of members from both the public and private sectors. These working groups' core function is to reach consensus on various programs and initiatives and ensure buy in and support from their respective institutions. The four working groups focused on the development of the logistics hub centre, the strategic marketing programme, the capacity development programme and the integrated border management programme.

An important milestone under this project was the completion of the very first State of Logistics Report for Namibia. The report, which documents Namibia's size and the contribution of logistics to the economy, was compiled by the Namibian-German Centre for Logistics (NGCL) and through the financial assistance of Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). It was completed in November 2018 and officially launched by our Minister of Works and Transport, Hon. John Mutorwa in March 2019.

With construction on the expansion works of the new container terminal more than 85% complete, Walvis Bay and its port users are gearing up and looking forward its completion. The new facility will be commissioned in the latter half of 2019. The capacity increase of the new terminal will allow for increased productivity and efficiency, making Walvis Bay a more attractive transshipment hub and gateway into the region.

To ready itself for the significant new facility that will soon be in operation, Namport has already commenced on a restructuring and reorganising process. A study by Bremenports to assess the Port of Walvis Bay and its hinterland connection is nearing completion. The primary objective of the exercise is to assess Namport's operational readiness in view of the new terminal. Commissioned under the Sustainable Mobility and Logistics in Namibia programme, a subsection of the logistics support offered by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), the study began in August 2018 and is due for completion in May 2019. The assessment will further provide guidance in terms of how their operation, equipment, training and organisational structure needs to be aligned in order to efficiently cater to the new container terminal. By virtue of WBCG's mandate to implement the Logistics Hub Master Plan, the Walvis Bay Corridor Group's role in the assessment is as the focal contact point between Bremenports, Namport and the industry.





Another critical activity of the WBCG is to facilitate transport and trade along our secure and reliable corridors as well as provide innovative service offerings to our customers. The World Trade Organisation (WTO) requires all member countries who have ratified the Trade Facilitation Agreement to create a National Trade Facilitation Committee (NTFC), tasked to assess their national trade facilitation needs and priorities, as well as measure the time and technical assistance needed to implement the activities required by the agreement. Namibia ratified the agreement in February 2018 and are now in the process of setting up their NTFC.

The WTO's agreement, which besides looking at measures to boost trade, also addresses improved revenue collection, safety and security compliance controls, and streamlining government agencies. Due the range of issues covered by trade facilitation provisions in the agreement being so broad, implementation can't be the remit of one entity. There is need for a multi-stakeholder committee on trade facilitation at national level. Issues to tackle include reducing quotas and other harmful non-tariff barriers to trade, setting up single-windows systems, ensuring freedom of transit and improving security and risk management. The establishment of Namibia's committee is being facilitated by the Namibia Trade Forum (NTF), who also occupies the seat as Chair of this committee. The WBCG joins the NTFC as co-chair to ensure concerns from the transport industry are addressed at this platform.

The Namibia Logistics Hub Project requires a number of short, medium and long term interventions covering all modes of transport. The potential economic benefit for Namibia cannot be underscored as transport and logistics serves as a catalyst for other economic sectors, like agriculture, manufacturing and mining. During the formation of the Namibia Logistics Master Plan, these conditions were all brought to the fore and all stakeholders, including our road sector,

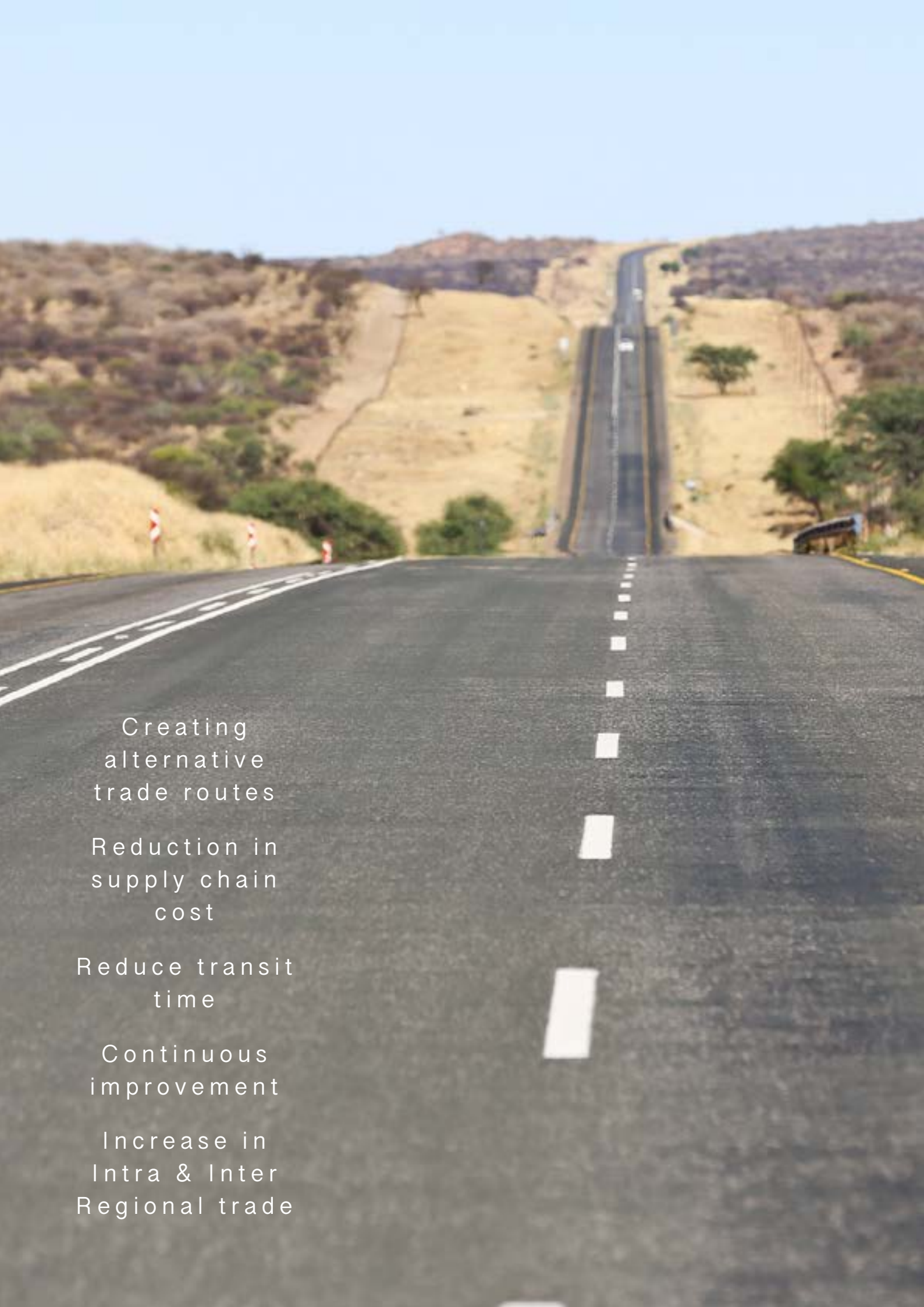
have aligned programs to contribute towards the realisation of this ambitious programme. The transport sector, under the Ministry of Works and Transport, continued to ensure that the modes of transport can respond to the increasing business within SADC. Hence we see development in our port with the nearly completed new container terminal, our road sector busy with various new roads and upgrades and also TransNamib focusing on a revamped business plan to enhance rail services to compliment the road sector.

The Namibia Logistics Hub Project provides a multiplier effect as it has the potential to accelerate our Vision 2030 ambitions and provide a platform for Namibia to play a greater role towards regional and continental integration. Providing world-class logistics services supported by an integrated transport network would further enhance our potential to attract multinational companies to grow a robust manufacturing sector focused on value addition in and for the Region.

Good transport infrastructure coupled with effective management, including proper maintenance, and innovative new developments to increase capacity, are some of the key components defined in the Namibia Logistics Master Plan as pillars to propel Namibia towards achieving its Regional Logistics Hub ambitions.

In the coming year, our focus remains on enhancing our business development activities, creating an ever-effective environment to attract new opportunities to Namibia. Our Logistics Hub programme continues to gain traction, as we work on implementing the activities under the Logistics Hub Master Plan.





Creating  
alternative  
trade routes

Reduction in  
supply chain  
cost

Reduce transit  
time

Continuous  
improvement

Increase in  
Intra & Inter  
Regional trade

# WELLNESS SERVICES

In Namibia, the scourge of HIV/AIDS remains one of the most devastating diseases and continues to threaten socio-economic growth and loss of life in many sectors. The Ministry of Health and Social Services and other stakeholders including the Walvis Bay Corridor Group (WBCG) are in the process of implementing the National Strategic Framework (NSF) on HIV/AIDS response in Namibia (2017/18- 2021/22) to guide planning, programming and implementation of the national multisectoral and decentralized HIV and AIDS response. The design of the NSF is premised on the Investment Framework and Results-Based Management (RBM) approaches. The Framework is catalytic, supporting delivery of innovation and best practices, necessary to ensure provision and sustainability of a quality and comprehensive HIV response. The key NSF message is to do “better and more of the right things at the right time and at the right scale” during the implementation.





The WBCG continues to contribute significantly to the outcome results of this framework by implementing strategic and sustainable comprehensive health and wellness programmes in Namibia. On the adverse side of events, the funding support from development partners continues to diminish and the WBCG is not spared by this situation. This reality has required that our wellness project develop targeted strategies that are both innovative and sustainable in order to extract value addition in terms of our strategic interventions for all our stakeholders. The project is constantly venturing toward creating demand and improving access to services for populations that are vulnerable to HIV/AIDS and other lifestyle wellness conditions. As part of our core mandate, special focus is aimed at providing health and wellness services to our transporters operating along our major transport corridors such as long-distance truck drivers and the surrounding border communities in Namibia, hence with this focused approach we are able to provide extended services to other populations who directly or indirectly interact with our core populations. Therefore, our strength continues to be embedded in our dynamic wellness team of service providers who are tirelessly commits their time and skills to ensure that our communities remain healthy and productive every day in all corners of Namibia.

#### Project Activities

##### Strategic Partnership Meeting with Chembio Diagnostic Systems

As we continue to diversify and being innovative in terms of our health and wellness services packages, we are equally looking at developing and fostering partnerships with International experts in the health sector – hence, a partnership with a US based organization (Chembio Diagnostic Systems) to introduce a single Rapid test kit that can detect both HIV and Syphilis at the same time. This is

an advancement from the current screening devices that can only perform either tests separately. Action: Both parties agreed on a pilot/demonstration study to test out the HIV & Syphilis combo test kit and its effectiveness at the WBCG four clinics as from October 2018. The results were validated and shared with Chembio, after which discussions on the implementation of the device will be discussed with the Ministry of Health and Social Services.

##### GIZ Supported Corridor Feasibility Studies

GIZ has agreed to support the WBCG in terms of sourcing qualified consultant/s to conduct a feasibility study to establish Roadside Wellness Clinics along the Trans-Kalahari and Trans-Oranje Corridors. The applications were received and the evaluation and selection process commenced during the last week of Oct and is set to be completed in the first week of Nov 2019.

##### Official Handover of the Sesheke (Zambia) and Namacunde (Angola) Clinics

The WBCG was tasked by the SADC Secretariat to manage the operations of the above-mentioned Cross Border Initiative Clinics for the period July – Dec 2018, with the ultimate arrangement to hand them over to the respective Governments. This target was achieved impressively and the clinics were





handed over on the 13 & 18 Dec 2018 respectively. The Namacunde clinic was officially received by the Hon. Councilor Fredrick Shilengifa of the Namacunde Constituency, while the Sesheke clinic was received by the Acting Health District Director – Dr. Chikondi Zulu. Both countries expressed their appreciation to the WBCG for managing the clinics in such a professional manner and for the seamless handover. Both member states also invited the WBCG to maintain the relationship and to provide technical support where needed.

WBCG pays Courtesy visit to the office of the Honorable Minister of Health and Social Services. The WBCG together with a delegation from selected Civil Society organizations paid a courtesy visit to the new Hon. Minister of Health and Social Services – Dr. Kalumbi Shangula. The purpose of the platform was to orientate the Honorable Minister on the role of the WBCG in the health sector and to sensitize him on the existing partnership with the MoHSS. The meeting outcome, resulted in the assurance that the MoHSS will continue to support the WBCG and other stakeholders that are significantly contributing to the health and wellness programmes in Namibia.

#### PEPFAR/USAID Delegation to Assess WBCG Capacity

The WBCG has been selected by PEPFAR/USAID for an assessment to determine our ability to receive and manage direct donor funding from the US Government in future. The USAID was in the country since 20 February 2019 and a meeting with the WBCG leadership took place on the 25-26 February 2019 in Windhoek. Furthermore, the first stage of the assessment took place on the 20 Feb 2019 in Windhoek and was followed by an on-site visit to our clinic in Walvis Bay on the 25 Feb 2019. The USAID team expressed their satisfaction with the WBCG and indicated willingness to continue supporting our work.

**WBCG Smart Wellness Partnership with D&M Rail**  
Following on the submission in 2018 to implement a comprehensive employee wellness programme for D&M Rail Construction, the company's management notified the WBCG of its intention to enter into a formal agreement paving way for this initiative to start in March 2019. D&M Rail wellness activities will be stretched over a period of 2 years (2019-2021). The objective is to develop and implement an HIV/AIDS and other communicable



diseases sensitization and screening programme for their employees. The WBCG is delighted to be working with D&M Rail and looking forward to help improve health conditions of the staff in general.

### Opportunities

Despite the current funding challenges faced by many civil society organizations in Namibia coupled with a relatively low uptake of both workplace and community-based health and wellness services, the WBCG continue to identify strategic opportunities in terms of new funding sources, partnerships with corporate companies within the private sector and well as the public sector. It is therefore of essence to state that 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.

### Conclusion

The Wellness Service project continues to work and foster smart partnerships with the Ministry of Health and Social Services (MoHSS) and other development partners including the United States Agency for International Development (USAID) through the U.S. President's Emergency Plan for AIDS Relief (PEPFAR) project, Society for Family Health (SFH), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), the Southern African Development Community (SADC), North Star Alliance, and the Namibia Transport and Allied Workers Union (NATAU), NANASO and other Civil Society Organizations and the broader transport and logistics industry stakeholders.

### Way forward for the next period

The health and wellness market have become very congested as resources decrease, however there is still opportunities out there for development partners to support innovative and targeted strategies. Hence, our approach remains focused on creating smart partnerships with institutions that will add tangible value to our strategic initiatives. Our wellness brand has now grown significantly and we need to sustain it by providing only the best quality of services and focusing on results more than the cost of doing business. The sustainability portfolio will continue to grow and we set ourselves a target to increase it by 30% during the next phase of our project.

## WELLNESS ACHIEVEMENTS

- Strengthen the WBCG Wellness Service Investment Concept
- Promote the User Pay Fee Model to compliment membership fees for sustainability
- Ministry of Health and Social Services continues support for Medical Consumables – PPP Model
- Identified business opportunities in the market to offer wellness services to corporate companies
- Strategic Positioning in the Market – Target High Impact Clients – 80/20 Pareto Principle
- Develop and implement a sustainable marketing plan

# FINANCE & ADMINISTRATION

As a Non-Profit Organization, depended on members contribution and donor funding, the core focus of the Finance and Administration Department remains 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.

**Change of Financial Period** - For better corridor volumes reporting and analysis, it is crucial that we change our financial year timelines to be in line with that of our core members (Nampont and Government). The Financial year for the company has been changed from end of August to end of March every year. The change was approved by the Business and Intellectual Property Authority (BIPA) on 18 February 2019. The 2019 financial statements are for seven (7) months (01 September to 31 March 2019).

Finance & Administration has played an important role in coordinating the funding of the various project between relevant donors and internal support functions. Ongoing communication and follow-ups between these parties have ensured that the WBCG remains a strong partner to the relevant development institutions. The WBCG's strict adherence to corporate governance, 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.

Over the years WBCG has maintained a highly skilled workforce to execute the business strategy. We have remained a robust company where staff turnover has been relatively low. A 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. The WBCG currently has a staff of 42.

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

The 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.





WALVIS BAY  
CORRIDOR  
GROUP

# HIGHLIGHTS



1 SEPTEMBER 2018 TO 31 MARCH 2019

## NOVEMBER 2018

### TRANSNAMIB AND BOTSRAIL SIGN COLLABORATIVE AGREEMENT

TransNamib and Botswana Railways signed a Memorandum of Understanding (MoU) in Gaborone, Botswana in November 2018. The MoU signed between the two railway operators, pertains to the development and operation of a container terminal in Gobabis.

The cooperation aims to increase trade between the two countries via the Trans Kalahari route.

## JANUARY 2019

### OVER THIRTEEN THOUSAND TESTED IN 2018

With four roadside wellness clinics, four mobile wellness clinics and 24 personnel, the WBCG's Wellness Service tested a whopping 13 442 people in 2018. That translates to nearly double the amount recorded in 2017.

The outreach testing targeted traditionally hard to reach and highly vulnerable populations with HIV testing and treatment services as per the country's National Strategic Framework on HIV/AIDS response. This significant number was achieved due to the team's commitment, as they regularly tested late into the night and over weekends.

## DECEMBER 2018

### THE WALVIS BAY CORRIDORS RECORD INCREASE IN CROSS BORDER CARGO VOLUMES

The cargo volumes along the Walvis Bay Corridors have steadily increased in 2018. As at October 2018, 590 000 tonnes of cargo destined for our neighbouring countries was recorded. This equates to an increase of 19.8% for cross border cargo moving through the Port of Walvis Bay.

It is expected that the final volumes along the corridors should close the year off at an estimated 36% higher than 2017. The growth in cargo volumes was driven by the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC), specifically destined for the Zambian and DRC markets which achieved an impressive 46,000 tonnes average per month.

## FEBRUARY 2019

### WBCG CROSS-BORDER INITIATIVES THRIVE

The Walvis Bay Corridor Group, under its Wellness Project, handed over two Roadside Wellness Clinics situated in Sesheke, Zambia and Namacunde, Angola to those countries' Health Ministries.

The clinics were under WBCG management from 2012 and 2018 respectively. The Wellness Service was tasked to assist with establishing these clinics due to their success rate with opening their own facilities.



## FEBRUARY 2019

## JICA CONCLUDES ANOTHER SUCCESSFUL TERM WITH WBCG

The expert team from the Japan International Cooperation Agency (JICA) completed their second term of support to the Logistics Hub Project. The team returned to Japan this month after three years of lending their technical expertise to the project.

WBCG and Orange Babies collaborate to provide HIV testing at Vyf Rand residents at Okahandja's Vyf Rand informal settlement were recently granted access to much-needed wellness testing facilities. The initiative, which was organised by the Walvis Bay Corridor Group (WBCG) and the Orange Babies Foundation Namibia (OBNAM), saw over a hundred residents of this vulnerable community receive general biometric screening and HIV testing on Saturday, 02 February 2019.

## CUSTOMS UNDERGO TRADE FACILITATION TRAINING

The WBCG joined customs officials and other trade-related stakeholders at a workshop on trade facilitation recently hosted by the United Nations Conference on Trade and Development (UNCTAD), as part of their empowerment programme for National Trade Facilitation Committees.

The World Trade Organisation (WTO) requires all member countries who have ratified the Trade Facilitation Agreement to create a National Trade Facilitation Committee (NTFC). These committees are tasked to assess their national trade facilitation needs and priorities, as well as measure the time and technical assistance needed to implement the activities required by the agreement.

Namibia has ratified the agreement in February 2018 and are now in the process of setting up their NTFC. The Namibia Trade Forum (NTF) is to Chair the committee.

## MARCH 2019

## RFA HOSTS SUCCESSFUL CONTINENTAL ROAD MAINTENANCE FUND AGM

Namibia's Road Fund Administration had the distinct honour of hosting the 17th Annual General Assembly for the African Road Maintenance Funds Association (ARMFA) in Swakopmund in March. 150 delegates from African and Global road fund, bilateral and multilateral institutions joined policy makers in the road financing sector to deliberate on key issues affecting the roads on the continent. The gathering further considered common solutions to preserving and maintaining the continent's road assets and infrastructure. This was the first time Namibia has hosted this prestigious gathering.

## REPORT AFFIRMS NAMIBIA'S LOGISTICS AMBITIONS

According to Namibia's first state of logistics report, the country's logistics performance index overall score rates at 2.73, which places it amongst the top 50 percent internationally. The report compiled by the Namibian-German Centre for Logistics and funded by GIZ, examines the country's logistics performance indicators in the domestic and international logistic arena.

The index analyses six dimensions of trade logistics, for example the efficiency of the quality of trade and transport infrastructure and the frequency with which shipments reach consignees within scheduled or expected delivery times bears. The State of Logistics report was launched in the capital by the Works and Transport Minister, Hon. John Mutorwa.



WALVIS BAY  
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