



WALVIS BAY  
CORRIDOR  
GROUP

# ANNUAL REVIEW 2023 /24



# *Facilitating the free flow of trade to and from the SADC region*

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# *Enabling Seamless SADC Trade*

At WBCG, we champion the free flow of trade within the SADC region. Our strategic corridors act as vital conduits, simplifying processes and reducing transit times. By harmonizing trade procedures, we facilitate effortless trade movements, fostering economic growth and fostering vibrant regional connectivity. Through our efforts, we empower businesses and communities, driving prosperity across SADC nations.

# About Us

The Walvis Bay Corridor Group (WBCG) is a Public Private Partnership (PPP) established in 2000 to promote the utilisation of the Walvis Bay Corridors to the Ports of Walvis Bay and Lüderitz in the Republic of Namibia.

The corridors, serving the ports, is a network of transport routes from the neighbouring SADC countries of South Africa, Botswana, Angola, Zimbabwe, Zambia, Democratic Republic of Congo and Malawi.

## The corridors include:

- The Port of Walvis Bay,
- The Port of Lüderitz
- The Trans-Kalahari Corridor, connecting Botswana & South Africa

- The Walvis Bay- Ndola-Lubumbashi Development Corridor (previously known as the Trans- Caprivi Corridor) connecting Zambia, Zimbabwe, Malawi and the Democratic Republic of Congo
- The Trans- Cunene Corridor connecting Angola
- The Trans- Oranje Corridor, connecting South Africa

The Walvis Bay Corridors are positioned to give the country a competitive edge as a transport hub for all regional and international trade between the Southern African Development Community (SADC), Europe, the America's and the rest of the world. Through our world-class commercial port at Walvis Bay, international shipping connection and the added advantage of being a gateway to the west coast of Africa, Namibia plays an increasingly important role in trade, linking the global economic centres with close to 350 million consumers in southern Africa.

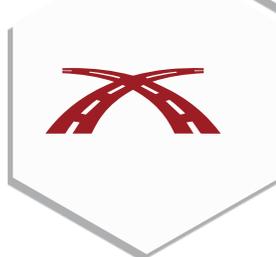
## KEY FACTS



**We are a Public Private Partnership (PPP)**



**We facilitate corridor development**



**We promote the Walvis Bay Corridors**

# Our Members

The WBCG comprises of members from both the public and private sector, as listed below. In Namibia, individual membership by the private sector is arranged under the umbrella of private sector organisations, namely the Namibia Logistics Association (NLA), Walvis Bay Port Users Association (WBPUA), Namibia Chamber of Commerce and Industry (NCCI), Container Liners Operations Forum (CLOF), and the Namibia Transporters Association (NATA). These associations pay a round membership fee, as members of the WBCG. Private companies, who are interested in becoming a member of the WBCG, are encouraged to join one of these associations.



**CORE MEMBERS**



**INDUSTRY MEMBERS**



**STRATEGIC MEMBERS**



**ASSOCIATED MEMBERS**



# Members Of The WBCG

## PUBLIC SECTOR

Public sector entities include Ministry of Works and Transport; Ministry of Finance; Ministry of Industrialisation and Trade; Ministry of Home Affairs, Immigration, Safety and Security; Namibian Ports Authority; Roads Authority; Roads Fund Administration, TransNamib Holdings and the Municipality of Walvis Bay.



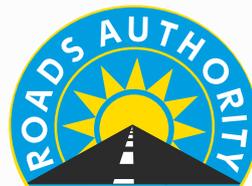
Ministry of Works and Transport



Ministry of Industrialisation and Trade



Ministry of Home Affairs, Immigration, Safety and Security



# Private Sector

Private sector is represented by the following associations: Walvis Bay Port Users Association; Container Liners Operators Forum; Namibia Logistics Association; Namibia Chamber of Commerce and Industry and the Namibia Transporters Association.



## ASSOCIATED MEMBERS

The Walvis Bay Corridor Group also welcomes other transport and logistics companies from the region and abroad to join its efforts through associated membership with the Group.

Associated membership allows these transport companies to benefit from Group member rates applicable to the Walvis Bay Corridors, as well as from marketing and logistics enquiry services provided by the Group.



# Corporate Philosophy



## The Walvis Bay Corridor Group envisions being the leading trade route for southern Africa

We are committed to facilitate and promote transport and trade along our safe, secure and reliable corridors and to provide “innovative” service offerings to our customers.

We strive to consistently exceed our customers' expectations and to addvalue through our unique Public – Private – Partnership (PPP).

We also apply principles of good corporate governance. We value commitment, cooperation, professional service delivery and integrity.

### Vision



Strive to make Namibia as Africa's preferred trade route.

### Mission



We shall provide a high quality service through our unique PPP set-up and innovative approach.

## Core Values

Our number 1 priority is to understand the needs of our members and serve them well.



### PEOPLE FIRST

Respect, connect and care



### INTEGRITY

Actions that inspire trust and confidence



### EXCELLENCE

Offering only the best, a high performance culture



### PARTNERSHIPS

Achieving more together



### ACCOUNTABILITY

Consistently delivering our commitments



### INNOVATION

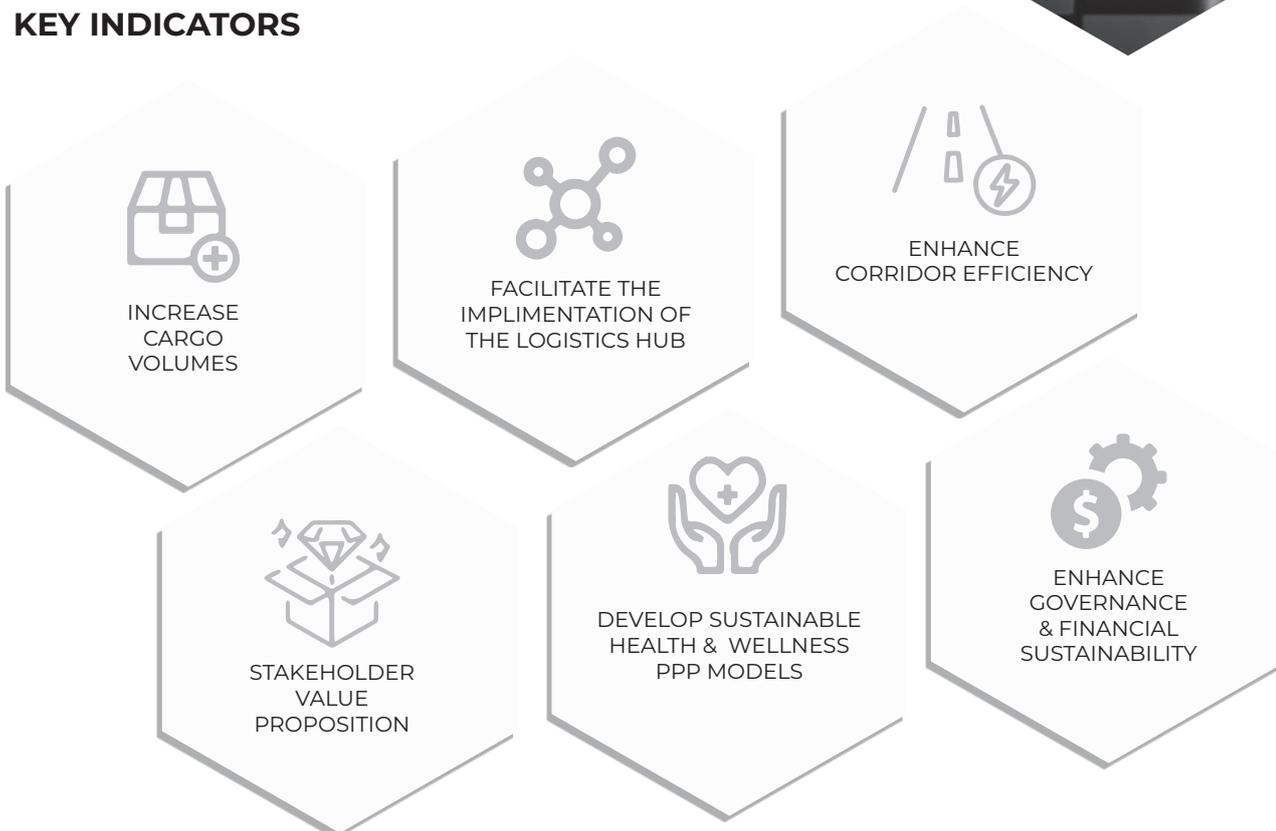
Always improving

# Strategic Direction

## CORE STRATEGY Functional Areas of Business



## KEY INDICATORS





Chairman & Ceo



Board Of Directors



Management

# LEADERSHIP



Andrew Kanime  
Chairperson of the Board of  
Directors

# Chairman's Report 2023/24

**It is my pleasure to present the annual review, which reflects our efforts and accomplishments over the past year as we work toward enhancing our role as the preferred gateway and Logistics Hub for Southern Africa.**



We operate in a very dynamic and ever-changing environment where cross border and international trade that we facilitate is not only dependent on the physical infrastructure for cargo to be moved but also on addressing non-tariff barriers and the removal of bottlenecks along the corridors. These trade facilitation efforts drive our commitment to continuous stakeholder engagement and consultations, ensuring we uphold efficiency and competitiveness on our corridors.

Our commitment to infrastructure development remains an integral part of our vision. Our maritime ports, roads and airports are well developed and upgraded to accommodate the growing transport and logistics sector not only in Namibia but in the Southern African region in order to facilitate international trade and to position Namibia as the Logistics Hub. Significant rehabilitation and upgrades have been noted on our key roads of which the state of infrastructure on the continent has been recognized as number one on the continent.

Our rail infrastructure and rolling stock needs significant capital injection as well as interconnectivity with our neighbours in order to realize its full potential. Therefore, the development of the Trans Kalahari Rail (TKR) and Trans Zambezi Rail are important regional projects is an imperative that needs to take off so that Namibia can strengthen its infrastructure portfolio.

Our corridors have built an outstanding reputation of being able to resolve issues promptly and efficiently in the shortest possible time. That means that our clients and stakeholders do not need to wait for longer periods for their concerns and issues to be resolved. That value comes out of the fact that we engage and communicate with the stakeholders continuously as we value the relationships with each player in this supply chain as of cardinal importance. Therefore, the ultimate value of the corridor business lies in our good and solid relationships.

We have observed sterling performances from our markets in Botswana and Zambia. These clients understand our value proposition of efficiency and unlocking more opportunities for their business. These results in global customer satisfaction that has culminated in our corridors becoming a point of reference. Despite challenges in our key markets such as the Democratic Republic of the Congo, marked by operational fluctuations and political challenges, WBCG continued to build on its strength by delivering sound operational and financial results for the year under review.

As we look ahead, I advise WBCG's Management and Team not to relent but to put in extra efforts in order to break new ceilings in cargo volumes, as well as attracting more players and commodities to our

corridors. In summary, the Board of Directors are pleased with WBCG's overall performance. Although we had a positive year, there is always room to improve and break new ground. On that note, let me thank our stakeholders, donors, transporters, commodity traders, freight forwarders, clearing agents, the CEO and the WBCG team for collectively making this Public Private Partnership practical and workable. Together, we look forward to another year of growth, strategic partnerships and progress, as we continue to strengthen Namibia's position as the preferred gateway and Logistics Hub for Southern Africa.

**ANDREW KANIME**  
Chairperson



*Our corridors have built an outstanding reputation of being able to resolve issues promptly and efficiently in the shortest possible time.*



Mbahupu H. Tjivikua  
Chief Executive Officer

# CEO's Report 2023/24

**As we reflect on the past year, it is evident that our strategic efforts on trade facilitation and business development continue to deliver significant value for all our stakeholders. Amid everchanging market dynamics and geopolitical developments, the Walvis Bay Corridors maintained their reputation as safe, secure, efficient and reliable. We remain a vital trade route for Southern Africa, serving as a critical link for landlinked (we no longer refer to them as landlocked) countries such as Botswana, the Democratic Republic of Congo (DRC), Malawi, Zambia, Zimbabwe and beyond.**

Our focus on business development and trade facilitation continues to yield favourable outcomes. At the core of our success is our unique Public Private Partnership (PPP) model setup, which enables collaboration between the public and private sector stakeholders in the transport and logistics industry. In partnership with our stakeholders, we have successfully lobbied for extended operating hours at key border posts, such as the Katima Mulilo and Sesheke as well as Trans Kalahari and Mamuno, with the Oshikango and Santa Clara border operating hours slated for implementation in the second quarter of 2024. This milestone significantly reduces delays and facilitates the smooth flow of goods and people along these major borders, ultimately reducing the cost of doing business for all our stakeholders. In terms of intra-African trade, we are well positioned to leverage the opportunities presented by the African Continental Free Trade Area (AfCFTA) agreement.

While we witnessed a decline in volumes in some key markets such as DRC due to political instability and mining suspensions, our commitment to safety,



security and excellence ensured that we continued to attract customers and new commodities. This period highlighted the importance of stakeholder engagement, as we expanded our presence through consistent business to business engagements in our key markets of Botswana, DRC, Zambia, Zimbabwe and South Africa. These efforts increased our visibility and strengthen trust and partnerships. The increase in bulk copper exports and new opportunities, such as maize imports and mining equipment, reflect the potential for continued growth.

We remain committed to positioning Namibia as the preferred trade route and Logistics Hub for Southern Africa. The strategic initiatives underway, such as the review of the Logistics Hub Master Plan and infrastructure developments along the Walvis Bay Corridors will be pivotal in addressing capacity challenges and increasing trade volumes. In addition, our participation in regional and international conferences and trade shows are vital in increasing our visibility and remaining top of mind for potential clients. Furthermore, our continuous stakeholder engagements through platforms

such as Information sharing Sessions, Trade Missions, Logistics Hub Forums, Working Group meetings and Corridor Assessments ensures that we address critical trade facilitation matters while maintaining safety and security standards.

Looking forward, we see immense opportunities to further leverage the competitiveness of the Port of Walvis Bay with the concession of the container terminal, as well as the green hydrogen, oil and gas activities at both the Port of Walvis Bay's North Port and the Port of Lüderitz, which is poised to become Namibia's energy hub. In addition, the Namibian government's plans to implement Special Economic Zones (SEZs), will further enhance our position as the preferred trade route and Logistics Hub for Southern Africa, offering valuable investment opportunities for private sector partners. This could further expand opportunities for public-private partnerships in infrastructure development, including the establishment of more warehouses, distribution centers, cold storage facilities and multipurpose cargo terminals.

In conclusion, we remain steadfast in our commitment to ensure that we remain amongst the best corridor management institution in Africa and that we transform the Walvis Bay Corridors into economic development corridor for the benefit on not only Namibia but for Southern Africa as a whole. We are grateful for the continued support from all our stakeholders, and we look forward to cementing our position as the preferred trade route and Logistics Hub for Southern Africa. Together, we are positioned to unlock new opportunities and deliver exceptional benefits for the region and beyond.

**MBAHUPU H. TJIVIKUA**  
**Chief Executive Officer**



*We remain committed to positioning Namibia as the preferred trade route and Logistics Hub for Southern Africa.*



# Our Board Members

WBCG's Board is composed of Chief Executive Officers, Chairpersons and Executives from our member companies, from both the public and private sectors. The CEO of Namport and the Executive Deputy Director of our line, Ministry of Works and Transport, serve as the Chairperson and Vice-Chairperson of the WBCG Board. In total, we have 16 board members.



**Andrew Kanime**  
(Namport)  
Chairperson



**Jonas Sheelongo**  
Ministry of Works  
& Transport  
Vice-Chairperson



**Desmond van Jaarsveld**  
(TransNamib)



**Illona Nkandi**  
Ministry of Industrialisation  
& Trade



**Nehemia Nghishekwa**  
Ministry of  
Home Affairs, Immigration,  
Safety & Security



**Susan Beukes**  
Namibia Revenue  
Agency



**Elias Mwenyo**  
Nairport



**Conrad Lutombi**  
Roads Authority



**Ali Ipinge**  
Road Fund Administration



**Tulimekondjo Ishitile**  
Municipality of  
Walvis Bay



**Ralph Ruiters**  
Walvis Bay Port Users  
Association



**Johan van Dyk**  
Container Liners  
Operating Forum



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



**Harold Schmidt**  
Namibia Logistics  
Association



**John Dias**  
Nambian Transporters  
Association



**Bisey /Uirab**  
Namibia Airports  
Company

# WBCG Management



**Mbahupu  
H. Tjivikua**  
Chief Executive Officer



**Hambeleleni Haleshu**  
Manager: Finance &  
Administration (Acting)



**Edward Shivute**  
Project Manager:  
Wellness Service



**Gilbert Boois**  
Projects Manager



**Maria Paulus**  
Manager:  
Marketing &  
Communications



**Eric Shimumbwe**  
Manager: Cross Border  
Trade Facilitation



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



**Jen M. Chungu**  
Business  
Development  
Manager - DRC



**James Kaposu**  
Business  
Development  
Manager - Zambia



Time savings due to efficiencies



High Safety & Security Standards

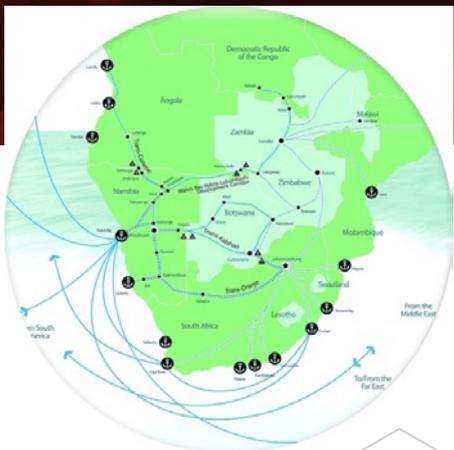


Reliable Routes



Sound financial Environment

# BENEFITS OF THE WALVIS BAY CORRIDORS



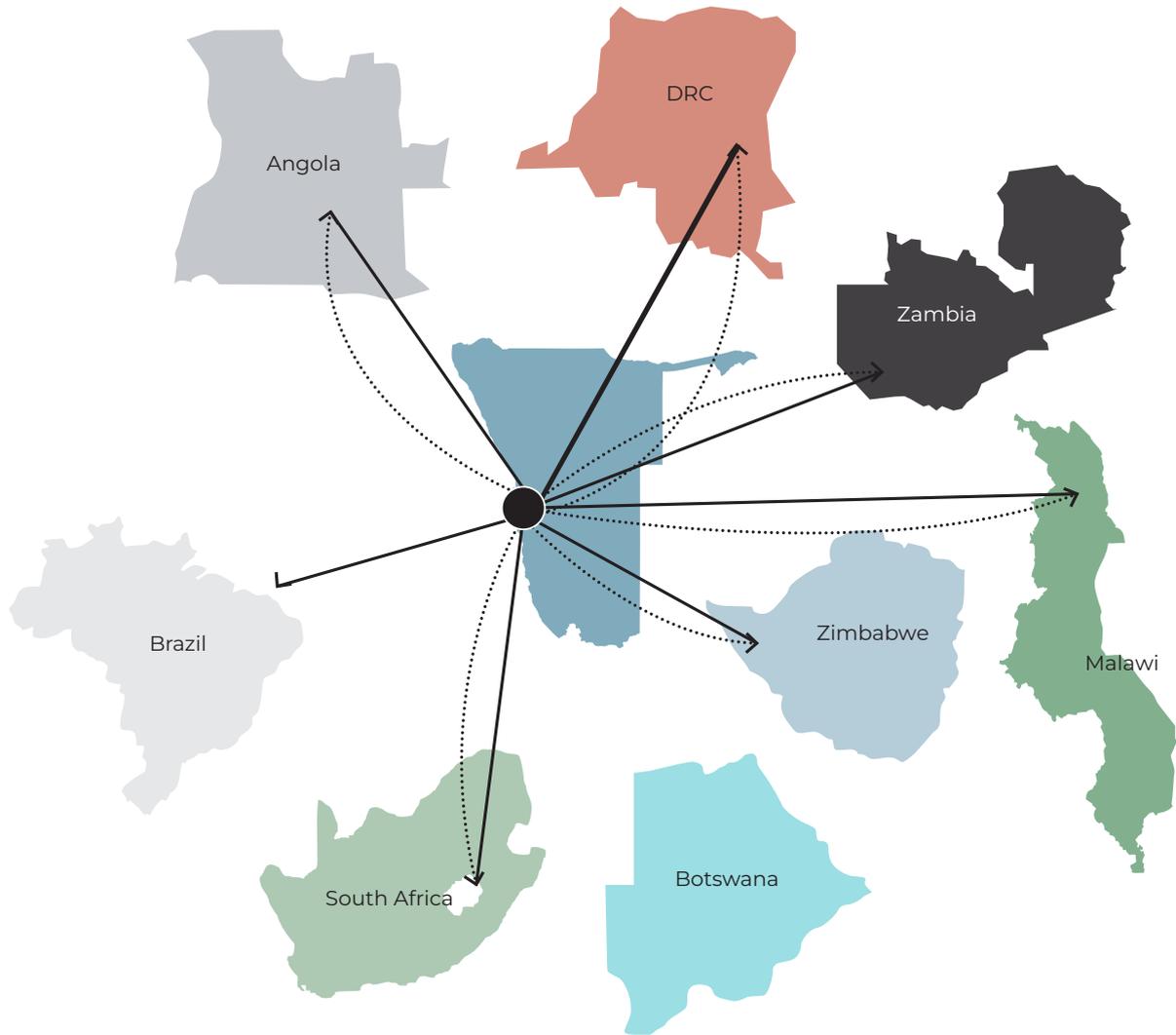
# Walvis Bay Corridors Distance Table

## TRANS-CUNENE CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
Angola	Lubango	1551km	2 days
Namibia	Tsumeb	573 km	1 day
	Windoek	384 km	1 day
	Oshikango	983 km	2 days

## WALVIS BAY-NDOLA-LUBUMBASHI DEVELOPMENT CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
DRC	Lubumbashi	2690km	4-7 days
Zambia	Lusaka	2300 km	3-5 days
	Ndola	1354 km	1 day
	Kasumbalesa	1565 km	2 days



## TRANS-ORANJE CORRIDOR

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

## TRANS-KALAHARI CORRIDOR

Distance Timetable			
Country	Location	Distance from Walvis Bay	Transit time
Botswana	Francistown	1781km	3 days
	Gaborone	1366km	2 days
South Africa	Johannesburg	1900km	2 days
Zimbabwe	Harare	2515km	4 days



Maria Paulus  
**Manager: Marketing & Communications**

## Marketing & Communications



**During the past year, we have enhanced support for both our internal and external stakeholders, aligning our efforts with the WBCG's Strategic Plan 2021/26. Through a mix of traditional and innovative marketing strategies, we have enhanced our visibility and strengthened our stakeholder relationships.**

We have intensified our activities within regional markets and expanded our international network by participating at numerous international events and conducting business-to-business meetings. These efforts aimed to promote and market our corridors and ports, and establish Namibia as the preferred Logistics Hub for Southern Africa.

Through collaborative initiatives and co-hosting events, we have significantly increased our visibility in both regional and international markets. One of our key collaborations with Namport and Transport Events, was the Intermodal Africa Expo and Conference which provided a high-profile platform that attracted key industry players and facilitated numerous business engagements. This not only promoted our ports, corridors and Logistics Hub initiative, but it also generated substantial interest and inquiries from potential clients and associate members. Together with Namport, we successfully participated in prominent events like the Mining Expo and Conference, Maritime Week, Land-linked Zambia and Transport Evolution. These platforms serve as avenues for showcasing the strategic advantages of the Walvis Bay Corridors and Namibian Ports, as

well as reinforce our position as the preferred logistics hub for Southern Africa.

Further collaborations with conference organisers, such as DMG Events provided platforms to engage with new clients and key industry players, promoting Namibia as the preferred trade route to Southern Africa. We have developed and strengthened strategic partnerships with various stakeholders. As a leader within the transport and logistics industry, we collaborated with the Chartered Institute for Logistics and Transport in Namibian and the National Road Safety Council (NRSC).

In addition, we collaborated with key stakeholders such as Namport, Engen, NRSC, Ohlthaver & List Group, BHL and FP du TOIT on our annual Thank a Trucker and Truckers' Wellness Day, where we successfully reached over 100 grateful trucker drivers. This initiative continues to hold strategic significance as it not only acknowledges and support the vital contributions of our truck drivers to the industry, but also strengthens our relationships with our key partners within the industry. Furthermore, our commitment to health and wellness of our truck drivers enhances overall efficiency and

safety on our corridors, further solidifying the Walvis Bay Corridors as the safest route in Southern Africa.

Stakeholder engagements with our members and strategic partners remains to be one of our key focus areas. Throughout the year, we have actively engaged stakeholders through various platforms, including industry visits, business-to-business meetings, Logistics Hub Working Group meetings and our Annual General Meeting Logistics Hub Working Group meetings, amongst others. In addition, we updated our stakeholder database, which is the basis of our stakeholder management system.

Our communications initiatives have been pivotal in strengthening our brand voice and ensuring consistency across all of our platforms. We focused on a strategic combination of press releases, advertorials and industry features to enhance our visibility. Throughout the year, we were prominently featured in key publications such as the ftw's Freight News, Trade Directory, Mining Review, Namibia Energy & Water Focus, Zambia's Mining News and the Brief. These publications were strategically selected for their wide reach and relevance to our target audience, and some were even distributed at various platforms such as the Mining Indaba, where we were unable to participate directly, thus maximizing the exposure of our brand. For the international markets such as Europe, we managed to place an advertorial in the Namibia Official Investment Publication 2023. This strategic placement was instrumental in increasing visibility among European investors and stakeholders. This publication was aimed at raising awareness and promoting the Namibia Logistics Hub initiative, and it was shared at the EU-Namibia Business Forum 2023. Our media relationships in Namibia, and beyond have been a cornerstone of our communication initiatives, allowing us to leverage these connections for free coverage. These efforts continue to solidify our position as a trusted brand and improved our overall communication efficiency.

Furthermore, the eCorridor newsletter, though published bi-monthly was strategically shared with all our stakeholders on various communications and social

media platforms as well as members of the media. This approach broadened our reach, resulting in increased visibility and impact. We also compiled and shared the Annual Review with our members and published it on our website, demonstrating our commitment to transparency and engagement.

Our social media efforts have been a critical component of our marketing strategy this year. We have seen a significant growth in our follower base across all platforms, with engagements rates improving notably. The Logistics Hub video has gained much traction, with it being broken down in parts for social media posting. Our content strategy included regular updates on departmental activities of the various departments/projects and ongoing social media campaigns, and resharing of relevant posts from our key stakeholders. We have also boosted some of our adverts to ensure that they reach our preferred target audience. One of our key strategies has been boosting select adverts and sharing the profiles of the BDMs on social media. So far, we have received good testimonials on the post, we generated positive testimonials and increased media queries, reflecting the success of our digital presence.

Looking ahead, we plan to build on our successes by creating more awareness in the Asian and European markets, working closely with the Namibian Trade Attaches in these markets. To strengthen our digital presence, enhance stakeholder engagement and effectively communicate our value proposition, we will upgrade our website and produce a corporate video. In addition, we plan to launch a comprehensive marketing plan centered on innovation, growth and delivering exceptional value to all our stakeholders. These initiatives are crucial for driving our strategic initiatives and supporting our efforts to increase cargo volumes along our corridors.



*Looking ahead, we plan to build on our successes by creating more awareness in the Asian and European markets, working closely with the Namibian Trade Attaches in these markets. To strengthen our digital presence,*



# INTERNATI BUSINESS



WALVIS BAY  
CORRIDOR  
GROUP

# ONAL & REGIONAL DEVELOPMENT





Jen Mbayo Chungu  
Business Development  
Manager - DRC

# International & Regional Markets Business Development DRC

**In 2023, the Democratic Republic of Congo (DRC) economy was mainly driven by its rich mineral resources, with significant exports of copper and cobalt. Imports demand remained high due to the country's need for fast moving consumer goods (FMCG), machinery and mining industry consumables, reflecting limited domestic production capacity.**

Over 80% of exports consist of copper (2.6 million Mt), but total export volume remains lower than imports. The DRC is largely land-linked, with cargo from the copper rich Katanga region transiting through the congested Kasumbalesa border post. New trade routes like the Lobito Corridor are being developed to solve this congestion.

During the period under review, the WBNLDC volume for the DRC market has dropped by 46% after 4 years of positive growth. This decline is due to competitive advantages of other corridors in terms of distance, cost, availability of return cargo, availability of transporters and incentives. However, our corridors maintain a positive image due to safety, security, efficiency and ease of doing business. Therefore, clients looking for the speedy delivery of their cargo and the safest route continue to use our corridor, while those focused on cost margins and large volumes opt for other corridors within the region. The volumes have also been affected by the temporary suspension of exports by Tenke Fungurume Mining, one of DRC's largest copper producers, and political tension due to presidential elections in November 2023.



Our main focus was to build relationships and foster trust by increasing awareness about the Port of Walvis Bay and its benefits. We continuously engaged with our clients and prospects on a daily basis, attending and participating in conferences and networking events. While most engagements are in Lubumbashi, the capital of the Grand Katanga region, we also extended our B2B meetings, networking events and conference to other key towns such as Likasi, Kolwezi, Kasumbalesa and Kipushi. As part of our trade facilitation efforts on the WBNLDC, we had several meetings and workshops with the trade facilitation committee, Ogefrem, the provincial ministry of economy, trade and transport of Haut-Katanga, customs office and other relevant stakeholders.

The opportunity to secure export cargo from DRC remains high, as we continue to engage with new mining projects. For instance, CMOC Group has increased their project cargo through Walvis Bay, with volumes expected to increase in the coming months.

The import of machinery and equipment is also crucial for the mining sector, with companies such as Epiroc, Sandvick, Services Machinery

Trucks (SMT), Congo Equipment, CFAO Motors and Central Motors likely to increase their volumes through the Port of Walvis Bay.

Maize production in the SADC region has been significantly affected by drought, leading to increased maize imports for the DRC market. There are opportunities to import maize from Brazil through the Port of Walvis Bay, contingent on long-term agreements between producers and buyers.

The majority of international transporters in the DRC are Tanzania and South Africa registered companies, that prefer to operate in their respective countries. Namibian transporters are scarce, presenting a significant challenge in developing new businesses on the Walvis Bay Corridors. Another challenge is the lack of interaction between the business communities of both countries.

We aim to increase our market engagements through business to business meetings and participation in networking events, as well as boosting our visibility as much as possible. As most businesses relationships are built over several years, our engagements need to be more aggressive and competitive.

Furthermore, we will continue to facilitate and support Namibian registered companies and DRC registered companies in their engagements in order to create synergies that are likely to create more business opportunities. We will continue to encourage trade through the Port of Walvis Bay especially for commodity traders, providing them a competitive advantage for fast and secure cargo delivery.



*We aim to increase our market engagements through business to business meetings and participation in networking events, as well as boosting our visibility as much as possible.*





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

# International & Regional Markets Business Development South Africa



**South Africa faced a challenging economic environment in 2023, characterised by slow growth. However, the anticipated growth in import demand, particularly for capital goods and consumer items, signalled a positive outlook for trade activities. Key imports included machinery, equipment, chemicals, petroleum products and consumer goods. The country’s resilience in key sectors such as mining, agriculture and mining, coupled with efforts to attract investment and improve economic conditions, provided a foundation for gradual economic recovery.**

South Africa’s exports primarily consisted of minerals, vehicles, machinery and agricultural products. South Africa’s export performance was anticipated to benefit from global demand for these commodities.

Zimbabwe’s economy grappled with structural issues and high inflation, with trade heavily dependent on commodity exports. Import demand continued to be driven by the need for essential goods such as fuel, machinery, vehicles and chemicals. The country’s reliance on imports for industrial and consumer goods remained high due to the limited domestic production capacity. The primary export commodities for Zimbabwe included minerals, such as lithium, tobacco and agricultural products. Despite economic challenges, export earnings were expected to provide relief to the trade deficit. The global demand for minerals and tobacco supported export performance, though fluctuations in the commodity prices posed a risk.

Botswana’s trade outlook remained positive, with a strong performance in diamond exports and in-

creasing demand for imports driven by economic activity. Import demand was primarily driven by the need for fuel, machinery, vehicles and consumer goods. The country’s exports were dominated by diamonds, which remained the cornerstone of the economy. Other significant exports included minerals such as copper, and beef.

During the period under review, we have noted the following highlights in our key markets. In Zimbabwe, imports of second-hand vehicles have increased significantly. In addition, there is a promising potential for lithium exports via the Port of Walvis Bay. In the Botswana, bulk copper exports along the Trans Kalahari Corridor (TKC) have surged, with a remarkable 256% increase. Furthermore, citrus exports from the Northern Cape are now being routed via the Port of Walvis Bay.

We have successfully facilitated logistics solutions for various commodities in collaboration with Namport. One notable achievement is the bulk fertilizer cargo to Zimbabwe, which we managed to secure through our consistent engagements

with owners of the cargo. This shipment came on a consolidation vessel, which also had the first bulk fertilizer cargo destined for the Zambian market.

To enhance our service for breakbulk and bulk cargo, we have established a new partnership with Hamburg Shipping Line. This shipping line owns a fleet of over twenty vessels, with the largest capable of loading up to 55 00 tons. This addition is crucial in increasing vessel calls to the Port of Walvis Bay, thereby better servicing the market for breakbulk and bulk cargo.

During this period, we faced challenges due to competition from South African ports, such as East London, Coega and Cape Town, where manganese mines are diverting exports, to save on distance, transport, port costs and demurrage. Additionally, low manganese production and volatile commodity trading prices have impacted the consistency of manganese volumes via the Port of Lüderitz. To mitigate this, we need to explore new commodities, such as iron ore from the Northern Cape's Kathu region. Although the commercial value of iron ore may be lower, it offers stable supply.

The reduction in bulk copper concentrate volumes along the TKC has affected cargo volumes from Botswana, as the mines there only export once they reach full capacity of bulk copper concentrates. While the volumes are consistent, they are not dispatched monthly and may only be shipped every second month. Other contributing factors include a drop in coal exports, which are currently on a hold due to the coal pricing and high sugar import prices. Therefore, it is crucial to identify new consistent bulk import commodities such as wheat and maize. However, shipping, port and transport costs must be competitive to make these projects feasible.

The imbalances of import and export cargo and the strategic advantage of the Port of Beira affect cargo from Zimbabwe through the Port of Walvis Bay. In over ninety percent of all our meetings in Zimbabwe, companies have mentioned that transport costs are extremely

high due to the lack of return loads. For this market, we should focus on the import of vehicles as well as breakbulk and bulk commodities such as fertilizer and maize while working on securing lithium exports.

During the period under review, we engaged consistently with the mining, agriculture, metals and mineral's manufacturing and automotive sectors in our key markets of Botswana, Zimbabwe and South Africa. We conducted B2B meetings with commodity traders in these markets, who dominate the metals and minerals sector and dictate port preference for importing and exporting cargo. These activities are critical for developing new business and driving new commodities along the Walvis Bay Corridors.

From a business development perspective, our focus will be on enhancing the Business Development Plan (BDP) which integrates sales and marketing to support strategic implementation. The main objective is to identify, nurture and acquire new clients and opportunities through a three-stage model that focuses on attracting prospects, building engagement and turning opportunities into projects that increase cargo throughput on the Walvis Bay Corridors.

The first part involves attracting customers through referrals and various channels. The second part deepens our connection with customers. The final part of the process involves converting prospects into clients by delivering impressive services and support. This model is centered around customers, markets and relationships. Maintaining existing relationships and forming new business partnerships in various markets is also essential.



*From a business development perspective, our focus will be on enhancing the Business Development Plan (BDP) which integrates sales and marketing to support strategic implementation.*



James Kaposa

Business Development Manager: Zambia

# International & Regional Markets Business Development Zambia



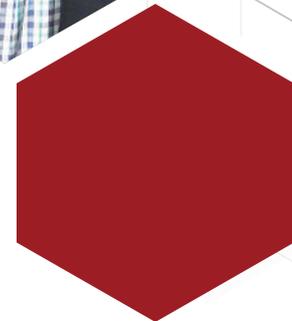
**In 2023, Zambia's total trade volume grew by 14.3%, reaching 17.4 million. Annual imports accounted for 7.2 million MT, while annual exports reached 10.2 million MT. The main export commodity was processed copper (cathodes, anodes and blisters) while the main imports were fuels, construction and mining equipment, fertilizers, medicinal products and chemicals. Annual copper output for 2023 was 779,400 Mt representing a 13.2% decrease from 898,300 MT in 2022.**

This decline was mainly due to subpar operations at Konkola Copper Mines and Mopani Copper Mines. Similar to 2022, refined copper constituted 84.1% of Zambia's total exports. Switzerland continues to be Zambia's number one export destination while the main import source is South Africa.

During the year under review, we actively conducted business-to-business meetings and participated at various international platforms, including the Agritech Expo, Caminex Expo, Lusaka Agriculture and Commercial Show in Zambia, Malawi's International Show, as well as a route inspection and assessment in Angola.

The focus for 2024 would be to build on attracting more timber, tobacco, cotton, pulp, extra copper exports and nickel via WVB while on the import side of business it will be crucial to engage in activities that will attract more imports of spare parts, electronic products, fertilizer & chemicals for mining and Agriculture inputs via WVB.

Sourcing for investors who can invest and set up bulk handling facilities in WVB remains crucial so much that we can then begin to attract new commodities like maize, wheat, cotton, soya beans, bailey and any weather sensitive cargo. The need to mitigate shortfalls, limited holding facilities or lack of appropriate



warehousing facilities remains paramount as they continue to prohibit the importation or exportation of certain commodities via the Port of Walvis Bay.

In this year will continue with increased activities that are aimed at further building on the programs and activities that are aimed at attracting Government funded projects on project cargo to come via the port of Walvis Bay by targeting procuring ministries like Ministry of infrastructure and rural development, ministry of agriculture, ministry of energy and ministry of health.

We are also amplifying on the new concept to attract government project cargo via the Port of Walvis Bay aimed at convincing and promoting this idea of affordable Supply chain into Southern and western provinces of Zambia as the two regions are aligned with our corridor geographically.

There are significant opportunities emerging across various sectors that can further enhance trade through our corridors. Key developments include clients shifting their operations to become common carriers, boosting trucking capacity on the corridor. Additionally, logistics providers are looking to increase their presence, with many expanding their transport operations and exploring new avenues for both inbound and out-

bound cargo. Clients in the construction, mining, and automotive industries have also begun routing imports and exports through Walvis Bay, particularly for large-scale equipment, spare parts, and raw materials. These developments are instrumental in addressing current capacity limitations and opening new trade routes.

Moreover, manufacturers and exporters, including those in agriculture, mining, and manufacturing, are exploring synergies with stakeholders along the corridor to streamline their supply chains. The potential expansion of storage facilities at the Walvis Bay port, coupled with the increase in export volumes of products like copper and agricultural goods, highlights the growing demand for efficient logistics solutions. Government tenders and large-scale agricultural exports also present a valuable opportunity for engaging new clients and enhancing trade flows via the corridor. These ongoing engagements demonstrate the strategic role our corridors play in fostering regional trade and economic growth.

Timber exporters from Zambia still faces delays at Katima Mulilo border as inspectors are not available every time trucks loaded with timber arrives at the border. The challenges are shortage of manpower as the same officers continues to do field work outside their station. This limits the quantity of timber that can be exported per annum as trucks and containers turnaround times are prolonged. The reported higher road freights for our corridor remains a critical challenge more especially for new entrants. While on other corridors road freight has dropped to below \$ 3,500 but for our corridor the road freight rates remain hanging around \$ 5,000.

Works at the new border between Zambia and DRC (Kasomene Mwende) are been accelerated by government official. There is a call from government to the developers of this facility to speed up the works. If this project becomes operational there is a likelihood of increase in

trade volumes been diverted to the port of Dar. The monthly fluctuation of fuel prices in Zambia is affecting smooth operations of trucking services which is negatively affecting the industry. The new government have adopted a pricing regime that is been reviewed every month end. This constant price changes are negatively affecting long term plans for transporters and forwarders. Though the review for April, 2023 prices have been reduce, transporters are affected negative as they have to constantly revised quotations and invoices to their customers.

As a corridor we get most of the volumes form copper exports by the Zambian mines and subsequently, when the production for copper is high the imports for mining consumables also is higher.

The fact that the mining and construction sectors are posting negative performances, this is also reflecting in our corridor volumes as can be seen between Jan corridor volume and Feb, 2023 corridor volumes.

Dar Es Salaam corridor set to revive their Zambian office based in Lusaka. The Dar corridor has had their office in Zambia not so visible over the years.

There are active efforts to revive at full scale their Lusaka office. The information available is that they have since appointed a country manager to manage their office in Zambia.

The time has come for us to shift our efforts from the regional markets to the global space. Given that most of Zambia's imports originate from Asian countries and substantial exports go to China and India, it is inevitable to formally engage key players from these regions. Participation in trade shows and expos in these markets will be essential to expand the Walvis Bay Corridors reach.



*The time has come for us to shift our efforts from the regional markets to the global space. Given that most of Zambia's imports originate from Asian countries and substantial exports go to China and India.*



**SPECIAL**





WALVIS BAY  
CORRIDOR  
G R O U P

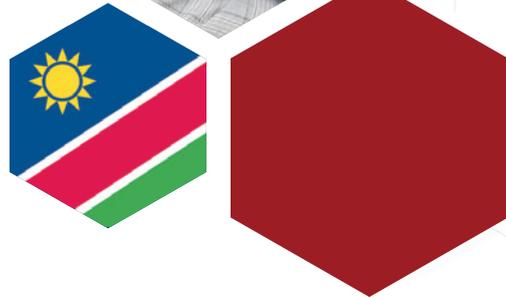
# AL PROJECTS



Gilbert Boois  
Projects Manager

# Namibia Logistics Hub

**The WBCG as the Implementing Agency of Namibia's Logistics Hub Master Plan, continues to be at the forefront of spearheading the coordination and implementation of the master plan activities, for the period under review. The Gantt chart to track progress of the projects highlighted in the master plan has become a useful and relevant tool.**



Following Cabinet approval, the procurement for the maritime single window has been initiated and should be concluded in the next financial year. Furthermore, the master plan study to update the Port Master Plan in Lüderitz, including Angra Point Deepwater Port, and conducted by PRDW Consultant Port Engineers, has been concluded.

The Walvis Bay – Kranzberg railway upgrade project co-financed by the Government of the Republic of Namibia and the African Development Bank (AfDB) was completed in March 2024. Construction work on the Sandverhaar – Buchholzbruhn railway upgrade along the Trans Oranje Corridor is in full swing and should be concluded in the 2025/2026 financial year. On the Katima Mulilo Railway Line Development (Trans-Zambezi Railway Line Extension), the Ministry of Works and Transport (MWT), as the Executive Agency, completed procurement documents, including Expression of Interest (EoI) and Request for Proposal (RFP) for AfDB no-objection to pave the way for the procurement of a Transactional Advisor who will advise the MWT on the funding model for implementing the Railway Project. In terms of the Trans Kalahari Railway Line Development, Namibia and Botswana concluded the evaluation of the respondents to the Expression of Interest (EOI) in January 2024, whereby four bidding companies have been shortlisted. The legal teams of Namibia and Botswana

are now busy with final legal scrutiny of the Request for Proposal and Terms of Reference, before it can be submitted to the four shortlisted bidders. Following the signing loan agreement between the Ministry of Finance and Public Enterprises (MFPE) and the African Development Bank (AfDB), for the upgrade of the Kranzberg – Otjiwarongo Railway Line Section A under the Phase II of Transport Infrastructure Improvement Project (TIIP), the MWT as the Executive Agency, completed procurement documents, including Expression of Interest (EoI) and Request for Proposal (RFP) for AfDB no-objection to pave the way for the procurement of contractor that will do the construction of railway upgrade project.

The road upgrade to freeway standards between Windhoek and Okahandja, Windhoek and Hosea Kutako International Airport, as well as Walvis Bay and Swakopmund are nearing completion, and due for completion during the 2024/2025 and 2025/2026 financial years, respectively. The construction of phase 1 of the Roads Authority Weighbridge in Keetmanshoop is ongoing well and nearing completion. Namport also commissioned phase one of the new port gate and associated developments at the port of Walvis Bay, of which the port entry with six lanes and truck staging area are due for completion in 2024/2025 financial year. Following the signing of the Bilateral Agreement between Namibia

and Botswana on the establishment of One Stop Border Post (OSBP) at Trans Kalahari and Mamuno Borders procurement of contractors to upgrade border infrastructure and facilities has started that will pave the way for the launch of the OSBP by 01 July 2024.

Following the introduction for the use of national identity cards as travels documents by Namibia and Botswana many of its citizens started to travel between the two countries using national identity cards at designated borders. The Namibian Minister of Home Affairs, Immigration Safety and Security; in collaboration with the Minister of Finance of the Republic of Botswana, launched the 24-hour operation of the Trans Kalahari/Mamuno Borders post on 1 April 2023. On 29 August 2023, the Zambian Minister of Home Affairs and Internal Security and his Namibian counterpart launched the 24-hour operations at the Katima Mulilo border post that will undoubtedly boost intra-Africa trade through better harmonisation and coordination of trade liberalisation across the SADC region and the continent at large.

The Namibia Revenue Agency (NamRA) undertook a Time Release Study (TRS) at the Port of Walvis Bay of which the report was launched in Walvis Bay on 01 December 2024. The findings of the report are that on average it takes 19 days for the goods to be cleared at the Port of Walvis Bay, that is a good baseline to work from for all relevant stakeholders towards improving the average clearance time. NamRA also concluded the TRS at the Trans Kalahari Border (Buitepos) of which the report will be made public during the launch of OSBP between Namibia and Botswana. The objective of the TRS is to measure the time for clearance of goods at the borders and entry points in line with Article 7.6 of the World Trade Organisation (WTO Trade Facilitation Agreement (TFA). The TRS is part of World Customs Organisation (WCO) recommendations towards customs modernization and supported by SADC.

The Memorandum of Agreement (MoA) between the Ministry of Works and Transport (MWT) and the WBCG, as implementing agency, has now been cleared by the Attorney General and only require to be signed by the two parties. In line with Government commitment towards the Logistics Hub Master Plan implementation the Ministry of Works and Transport allocated and disbursed an amount of NAD 5,850,000 to the WBCG to market and promote the Logistics Hub initiative.

The Working Groups have now become self-styled in that the chairpersons and leading implementing agencies are taking responsibility for discussions and action items. Leading institutions in the Working Groups have now become hosts for the Working Group engagements and providing the necessary logistical support.

During the period under review the WBCG continued to work with Japan International Cooperation Agency (JICA) and the JICA Expert Team who supported the Logistics Hub team during Working Group engage-

ments. The JICA Expert Team and WBCG also facilitated two (2) Joint Coordinating Committee (JCC) meetings with National Planning Commission (NPC), Ministry of Works and Transport (MWT) and the Namibian Ports Authority (Namport) to discuss and agree on remaining project activities under the current phase 2 technical cooperation between Namibia and JICA that will come to an end on 31 December 2024. From 02 – 20 October 2023, and as part of the Phase II Technical Cooperation between JICA and Namibia, ten (10) Working Group members from the Ministry of Works and Transport (MWT), National Planning Commission (NPC), Walvis Bay Municipality, Namibian Ports Authority (Namport), Roads Authority (RA), Namibia Revenue Agency (NamRA), Namibia – German Centre for Logistics (NGCL) and the WBCG undertook a training programme in Japan. The objective of the training programme was to prepare and present action plans, based on observations during the lecture sessions and visits to different ports, warehouse, cold storage, Kobe Customs, and two universities in Tokyo and Kobe, for implementation of the Logistics Hub Master Plan, through the gained skills and knowledge during the visit to Japan. The expected outcomes of the training programme and site visits was for each participant to present their action plans prepared during the Japan visit at each Working Group meeting, based on the themes of infrastructure development, marketing activities, Customs and ICT systems and education related to Namibian port logistics.

Following the Namibia Aviation and Connectivity Forum (NACF), the Namibia Airports Company (NAC) supported by WBCG, Namibia Tourism Board (NTB) and other relevant stakeholder, and as one of the outcomes of the NACF, contracted Consulium, to advise and guide on the Air Connect Namibia Project that seeks to retain existing airlines and develop incentives for attracting new regional and international airlines to generate traffic to Namibia.

The need for establishing special economic zones (SEZ) and applicable incentives in our pursuit to become the preferred Logistics Hub for the SADC region cannot be overemphasized particularly since we compete with other jurisdictions in the SADC region with very attractive tax regimes and incentives.

With the Green Hydrogen and oil discoveries in Orange basin by TotalEnergies and Shell now transitioning towards production it culminated in significant foreign direct investment (FDI) flows into the Namibian economy that is evident from several offshore logistics companies establishing their operations in Walvis Bay and Lüderitz to support the oil and gas industry. The deployment of pre-clearance and Authorised Economic Operators (AEO) programme by NamRA as well as ongoing efforts to benchmark with other regional revenue authorities to automate processes that will maximise the utilization of the ASYCUDA Customs system presents many exciting opportunities to unlock more seamless cross-border trade.

The truck stops developments in Walvis Bay and Gobabis that are about to start with construction will alleviate congestion in towns and enhance cargo security and driver safety. The advanced plans for establishing fuel logistics facilities in Katima Mulilo and Grootfontein are now also gaining traction with project promoters finalising their investment strategies to start with construction in 2024/2025 financial year. The export of Namibian table grapes through the Port of Walvis Bay, utilizing a combination of South African and Namibian trucking companies, has become viable following trial shipments in December 2023.

The AfCFTA creates the world's largest free trade area by number of countries and has the potential to be a catalyst for the transformation and growth of African economies and businesses. Namibia Airports Company (NAC) is of the view that the Government of the Republic of Namibia should explore establishing a new national airline backed by a consortium of private investors. The potential venture is more viable amidst calls from the public for enhanced connectivity and efficiency in the aviation sector. The said venture would reflect the country's commitment to bolstering its transport infrastructure to support economic growth, regional integration, and logistics hub ambitions.

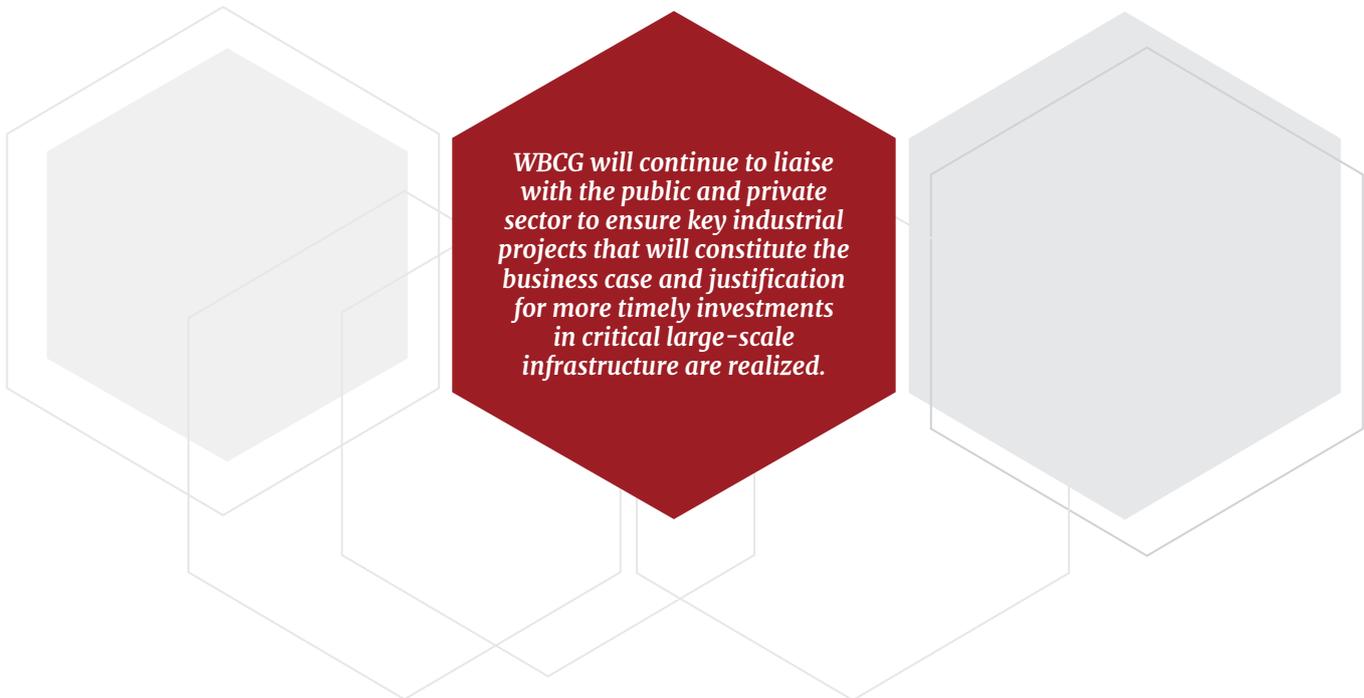
Funding of critical bottlenecks in key infrastructure remain a challenge i.e. rehabilitation of key railway sections along the transport corridors, expansion of the capacity of Swakopmund – Usakos road section along the corri-

dors to a 2+1 design layout with paved road shoulders, the expansion of border infrastructure at Katima Mulilo and Trans Kalahari borders including the establishment of One Stop Border Posts (OSBPs). Limited railway rolling stock at the disposal of TransNamib compounded by the poor condition of some railway sections further exacerbates the challenge to affect a gradual modal shift of freight from road to rail.

The NAC completed the rehabilitation of the landing strip and runways at Katima Mulilo Airfield and Andimba Toivo Ya Toivo Airfield (Ondangwa). The NAC also completed the procurement of new aircraft rescue and firefighting equipment at Walvis Bay International Airport (WBIA). The NAC, with the support and cooperation of MWT, also completed the project to decongest the Hosea Kutako International Airport (HKIA), to achieve full compliance of the ICAO-USOAP-CMA audit concluded in March 2024.

Due to the strategic role the Logistics Hub initiative, the WBCG through will continue to serve on the national committees for the National Single Window Initiative; Namibia Training Authority (NTA) Industry Skills Committee for Transport, Warehousing and Logistics; and various others in the academia space.

WBCG will continue to liaise with the public and private sector to ensure key industrial projects that will constitute the business case and justification for more timely investments in critical large-scale infrastructure are realized.

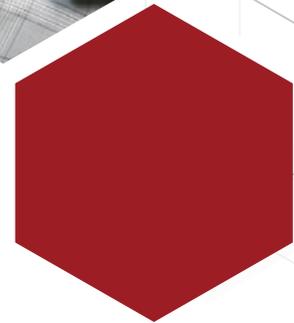


Gilbert Boois  
Projects Manager

# Projects & Funding



**Due to capacity constraints funding for WBCG programmes and projects that will ensure the long-term sustainability has been lacking during the period under review.**



The Projects and Funding department secured funding from the African Development Bank (AfDB) to the tune of NAD 5,000,000 for the review of the Logistics Hub Master Plan. Funding was also secured from the AfDB to the tune of NAD 3,000,000 towards Trade and Transport Facilitation and Wellness Services along the Walvis Bay Corridors in terms of Capacity Strengthening to Corridors.

The Namibian Government, through the Ministry of Finance and Public Enterprises (MFPE) signed the financing agreement in January 2024. Procurement documents i.e. Expression of Interest (EoI), Terms of Reference (ToR), and Request for Proposal (RFP) for both project activities have been submitted to AfDB,

via the Ministry of Works and Transport (MWT), as Executing Agency, for no-objection upon which the EoI will be launched in the market, followed by the RFP.

The Projects and Funding Department continues to engage relevant development finance institutions and donors in promoting Namibia's transportation and logistics sector. Despite capacity constraints, the WBCG intends to redouble its efforts and to develop a funding strategy in the upcoming financial year, to ensure at least one funding proposal is submitted every month to various funding institutions and donors.



Edward Shivute  
Project Manager: Wellness Service

# Wellness Service



**In today's corporate landscape, fostering employee well-being has become paramount for organizational success. As outlined in this report, implementing comprehensive health and wellness programs for various entities and communities entails significant return on investments.**

The benefits include reduced healthcare costs for many companies that we serve and enhanced employee productivity. At community level our interventions educated and empowered individuals to make informed decisions about their health, leading to healthier lifestyle choices and behaviors. These programmes help reduce the risk of chronic diseases and improve overall health outcomes within communities.

As an experienced implementer of locally driven health and wellness programmes, the WBCG Wellness Service initiative works in partnership with the Ministries of Health and other key stakeholders including key populations (KP)-led community organisations, to provide comprehensive, integrated, high-quality, person-centered HIV prevention, testing, care and comprehensive clinical services throughout Namibia and sub-Saharan Africa. This effort aims to contribute to the 95-95-95 targets in country.

Over the past year, the WBCG facilities and community based health and wellness initiative has expanded to reach and provide comprehensive HIV prevention as well as clinical health and wellness services to various key and vulnerable populations through targeted approaches. The objective of the WBCG Wellness Service is to create awareness and demand for health services at both community and workplace level. The project fo-

cus on addressing the advent effects of public health conditions in various settings, using evidence-based information and data for decision making, developing strategies to address critical gaps within the healthcare system, while implementing effective and sustainable community based health and wellness programmes.

Through our broad stakeholder base and diverse range of stakeholder networks from both the public and private sectors including the Ministry of Health and Social Services and other Government agencies, development partners, KP-led communities and other local CSOs, the WBCG offers a platform that facilitates the implementation of sustainable health and wellness programmes including the provision of clinical services interventions along its transport corridors. These services are extended to high disease burden areas in Namibia and across the SADC Region. These health and wellness services are extended strategically to the workplace settings, to ensure that the concept of employee wellness is delivered at the doorstep of our participating employers within both the public and private sector. By doing so, the WBCG reaches a wide, traditionally and generally perceived highly vulnerable communities within Namibia and within the SADC Region with high quality and sustainable health and clinical services. The WBCG model, therefore, presents an important best practice model for private sector engagement and service de-

livery to the country's relatively hard-to-reach male demographic.

The main objective of the WBCG Wellness Service is to provide high impact and high quality health and wellness services to various key and vulnerable communities located and operating along the major transport corridor routes in Namibia and across the SADC Region. The WBCG Wellness project aims to further expand its market footprint in Namibia and across the SADC region through the establishment of Roadside Wellness Clinics and engagements with strategic stakeholders such as the respective Ministries of Health and private sector organizations. As a result the WBCG signed an agreement with SADC to manage the SADC Cross Border HIV/AIDS clinics at Kasumbalesa (DRC and Zambia) and Lufu/Luvo (DRC and Angola) from 01 April 2024 - 31 March 2025). The WBCG will implement the project in collaboration with the respective Ministries of Health in DRC, Zambia and Angola. The implementation arrangement will include at least two (2) local sub recipients based in DRC for Kasumbalesa and Lufu borders respectively. WBCG will however, directly manage the

Kasumbalesa (Zambia) and Luvo (Angola) cross border clinics. In Namibia, collaborations such as the fuel sponsorship with ENGEN and membership collaborations with transport industry operators further demonstrates the strength of our public private partnership.

Populations Served: The WBCG has developed a proven track record of serving diverse populations, including marginalized communities such as key populations, mobile populations such as long distance truck drivers, miners, construction workers, fishing industry workers, adolescent girls and young women, adolescent boys and young men, men and women in the workplace through our private sector engagements and many other HIV vulnerable communities.

**a.**

Geographic Locations: With a robust geographic reach, we've operated in urban, rural, and remote areas, spanning multiple regions and countries. WBCG has been proactively involved in mainstreaming the health response into the main or core business operations of our member and allied organizations and communities in collaboration with key in-country stakeholders from both the private and public sectors, development partners and other local stakeholders including other NGOs/CSOs.

Hence, as an established public and private sector health and wellness partner, the WBCG is active in all fourteen (14) regions of Namibia, with established fixed KP-Friendly health facilities in seven (7) of the fourteen (14) regions. The client friendly health facilities are located in Windhoek, Walvis Bay, Gobabis, Otjiwarongo, Katima Mulilo, Keetmanshoop and Oshikango. In addition, our fleet of five (5) mobile clinics are used to provide high quality clinical health services in other communities and regions where we currently do not have fixed health facilities. In addition, the WBCG has cross border clinics in Angola (Namacunde and Luvo), Zambia (Sesheke and Kasumbalesa) and Democratic Republic of Congo (Kasumbalesa and Lufu). The objective of this cross border activity is to ensure that key populations and other mobile populations crossing the borders are able to receive health services in both countries.





### MODELS OF SERVICE DELIVERY:

The WBCG currently has a cooperative agreement with the Ministry of Health and Social Services since 2016, which allows us to access all the relevant medical supplies through the Government health facilities in all the districts and regions of the country. Through this agreement and collaboration, we have designed and implemented innovative facility and community based HIV prevention and clinical service delivery models in various communities targeting key and vulnerable populations, enhancing efficiency and effectiveness.



### FACILITY-BASED MODELS:

These involve delivering health and wellness services through our healthcare facilities and outreach campaigns. Key populations and other vulnerable communities are typically mobilized to visit our clinics for medical check ups with a particular focus on HIV counseling, testing, treatment, family planning and other primary health services while our clinical staff would then provide the relevant clinical services with referrals only for critical medical services.



### COMMUNITY-BASED MODELS:

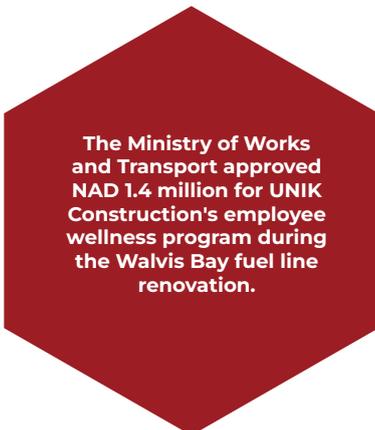
The WBCG used these models to extend health services beyond our fixed health facilities, reaching various clients at community levels. We often use mobile clinics or outreach programs such as EPOA, moonlighting or other targeted interventions to reach out and provide HIV testing, counseling, and treatment services in non-clinical settings like community centers or mobile units. The clinical services are provided by our nurses during the above mentioned outreach events, reducing the burden of transport costs on our patients/clients.



Hence the WBCG activities focus on increasing the quality of-and access to quality and comprehensive health and wellness services across the prevention and clinical cascades in a holistic manner that is anchored on the principle of providing a “one stop shop” for all health related services. This approach also ensures that there are no linkage gaps as clients receive a whole package of services at the point of care.

Note: The above statistical report reveals that cross-border truck drivers were primarily tested for HIV at clinics in Katima Mulilo, followed by Walvis Bay, Namacunde, Oshikango, Sesheke, Keetmanshoop, Windhoek, and Otjiwarongo, with Gobabis clinic recording the fewest tests. A total of 172 long-distance truck drivers tested positive for HIV for the first time at these clinics and are now receiving monthly doses of life-saving medication. Additionally, 911 drivers were diagnosed with sexually transmitted infections, with 820 of them receiving treatment.

### MILESTONES





Ms. Hambeleleni Haleshu  
**Manager: Finance &  
Administration (Acting)**

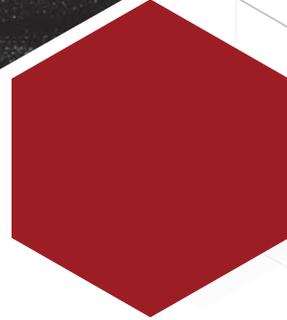
# Finance & Administration Department

**The Finance and Administration Department is responsible for planning, implementing, managing, and controlling all financial activities of the organization. In addition to finance, the department oversees human resources, company secretarial functions, and general administration such as IT administration and office administration.**

In alignment with the 2021-2026 organizational strategic plan, the strategic goal of the Finance Department is to ensure the financial sustainability of the organisation. This goal is pursued through two key initiatives:



1. Revising the membership fee structure and User Pay Principle (UPP).
2. Securing adequate funding for all projects.



## 1

### FUNDING ENGAGEMENT

- o Initiated discussions regarding the revision of UPP rates.
- o Secured new project funding from organizations including Global Fund, and SADC, and extended current project agreements. With the Wellness Project Manager's collaboration, we secured short-term funding from NAMDEB, OYO, and the Ministry of Agriculture.

### Achievements in the Past Year

## 2

### SUSTAINABILITY CHALLENGES

- o Despite successes, sustainability remains a challenge. Management prioritizes the full implementation of the initiatives within planned timelines.

### 3

#### MARKET IMPACT

- o The transport and logistics sector faced negative impacts from global economic challenges, affecting WBCG and its members. This resulted in some members being unable to commit to membership fees, leading to a decline in trade along corridors and budgeted UPP.

### 4

#### COST MANAGEMENT STRATEGIES

- o To ensure operations continue amidst declining revenue, we adhered to a strategy of cash flow management, implementing various cost-saving measures in operational activities and overheads.

### 5

#### PROMOTION AND BUSINESS DEVELOPMENT

- o Revised promotional activities to focus on high-return engagements, minimizing exhibitions and conferences in favour of direct market interactions.

We successfully secured a refund from the NTA for VET levies paid from October 2016 to January 2023. This refund was possible because the WBCG is exempt from paying vocational education and training levies imposed under Section 35 of the VET Act, as stated in Government Notice 67 of 2021, which exempts non-profit entities from these levies.

The Finance and Administration Department plays a vital role in coordinating funding for various projects, ensuring effective communication between donors and internal support functions. Ongoing follow-ups have strengthened WBCG's partnerships with development institutions.

The finance department is essential for ensuring the successful management of donor-funded projects. By fulfilling a vast number of responsibilities, finance helps maintain accountability, transparency, and sustainability, ultimately contributing to the success of both the projects and the organization as a whole.

Our strict adherence to corporate governance, donor policies, and transparency has enabled us to secure new and continuous project funding. We emphasize delivering excellent service to meet work plans and achieve desired targets, while the development of long-term funding solutions remains a priority to address operational gaps.

#### HUMAN CAPITAL DEVELOPMENT

WBCG operates in a competitive environment where our strength lies in the quality and professionalism of our employees. Human capital development is crucial for any organization aiming to enhance performance, adapt to changes, and achieve long-term sustainability.

- Talent Acquisition: Focused on attracting competent personnel with the skills and attitude to meet organizational objectives.
- Capacity Building: Emphasized training and development of leadership and management skills to ensure continuous improvement and prepare for future needs.
- Employee Wellness: Provided wellness services to truck drivers and vulnerable communities along transport corridors, prioritizing compliance with health guidelines and policies.
- Needs Assessment: Conduct regular assessments to identify the organization's skill gaps and training needs.
- Measure Impact: Evaluate the effectiveness of development programs through metrics such as

employee performance.

- Promote Internal Mobility: Encourage employees to explore different roles within the organization, which can enhance their skills and broaden their experience.

The department's success is reflected in continuous unqualified audit reports, the continuation of projects, and ongoing operations, underscoring the confidence that donors, members, and stakeholders have in WBCG. With continued support from the Projects and Funding portfolio, the focus remains on developing long-term funding strategies to fill gaps in activities.

The Finance and Administration Department remains committed to enhancing financial sustainability and operational effectiveness. By prioritizing strategic initiatives, improving donor engagement, and developing human capital, we aim to navigate challenges and seize opportunities for future growth.



# ANNUAL REPORT HIGHLIGHTS

## HIGHLIGHTS

April 2023 – March 2024





WALVIS BAY  
CORRIDOR  
GROUP

# REVIEW S



# APRIL 2023

## The Chartered Institute of Logistics & Transport launches Namibian Branch

On 19 April 2023, the Chartered Institute of Logistics & Transport (CILT) Namibia branch was officially launched in Windhoek, by Ms. Joyce Mukubi, Deputy Executive Director of Ministry of Works & Transport, who also delivered the keynote address. The CILT is the chartered body for everyone involved in the movement of people and goods as well as their associated supply chains.



## WBCG participates at the CILT Africa Conference 2023

Following the launch of the Chartered Institute of Logistics & Transport (CILT) Namibia branch, the WBCG participated at the CILT Africa Conference as from 24 to 28 April 2023 in Rwanda, Kigali, under the theme: Logistics & Infrastructure Development as an Engine for Sustainable Implementation of the African Continental Free Trade Area (AfCFTA). The conference provided a platform for all those involved in the logistics and transport industry from various countries in Africa and beyond to network, share knowledge, promote professional and business interests, as well as discuss current issues pertaining to sustainable implementation of AfCFTA.



# MAY 2023

## U.S. Ambassador visits WBCG Oshikango Roadside Wellness Clinic

On 11 May 2023, Amb. Randy Berry, the U.S. ambassador to Namibia, paid a courtesy visit to the WBCG Roadside Wellness Clinic in Oshikango. This visit follows the Ambassador's initial visit to our WBCG KP STAR clinic in Walvis Bay in April 2023, as part of his tour of the WBCG Wellness Clinics. The objective of this visit was once again to familiarize himself with the US Government (PEPFAR) funded facility and community based HIV clinical services to key populations and mobile populations in Namibia.



## WBCG participates at the AfCFTA Trade Facilitation Conference

From 31 May to 3 June 2023, the Africa Continental Free Trade Area (AfCFTA) Secretariat hosted the Trade Facilitation Conference for Transport and Logistics Service Providers in Lomé, Togo. The conference provided a platform for shipping lines, regulators, and other relevant stakeholders to gain a deeper understanding of the AfCFTA and its implications on their business operations. The WBCG represented by Ms. Helena Veico, Marketing and Communications Officer was part of the panel discussion titled, Accelerating Intra-African Trade: Business Opportunities for the Shipping Industry with an emphasis on factors affecting the choice of ports for imports and exports where she particularly highlighted the geographical advantage, local infrastructure, port efficiencies, customs procedures, lead times as well as sound trade policies at the Walvis Bay corridors and associated borders.



## JUNE 2023

### WBCG participates at the Omaheke Employment Creation Conference 2023

On 7 June 2023, Mr. Mbahupu H. Tjivikua, the WBCG's Chief Executive Officer, attended and presented at the official opening ceremony of the Omaheke Employment Creation Conference 2023 in Gobabis. In his presentation, Mr. Tjivikua, emphasised on the employment opportunities within the Logistics and Transport industry and was thrilled by the participation from the youth from the region, especially young women and children who are interested in Cadet-ship training and truck driving which form part of the transport & logistics industry.



### WBCG attends the SADC Secretariat Member States Meeting

The WBCG attended a three-day meeting on Experience Sharing for Member States Representatives and Senior Officials to assess progress on the third round of project grants and prepare for Round Four grants. The meetings took place from 05 to 07 June 2023 in Johannesburg, South Africa. Mr. Edward Shivute, WBCG's Wellness Services Project Manager, delivered a presentation covering the current phase of the Wellness Service's HIV Cross Border activities in Namibia, Zambia, and Angola. Mr. Shivute was accompanied by Ms. Hambeleleni Haleshu, WBCG's Assistant Finance Manager.

## WBCG assists in baby delivery

On 12 June 2023, the WBCG Oshikango Wellness team, led by Sr. Lusya Ndemuweda, Site Registered Nurse, assisted with the delivery of a healthy baby. Although the WBCG's core service is to provide HIV treatment and related services to clients and does not operate a maternity ward, the team was able to successfully assist with the safe delivery of a baby girl. Following the delivery, the mother and the baby, who were both in good health were transported by ambulance to the Engela State Hospital for further postnatal care



## WBCG engage stakeholders at DRC Mining Week 2023

From 14 to 16 June 2023, the DRC Mining Week took place in Lubumbashi, DRC. The three day Expo attracted key industry stakeholders, diplomatic representatives and decision-makers mostly from the Katanga province and the Copperbelt. The event served as an opportunity for the WBCG team to engage and share knowledge with DRC's industry players in order to increase our visibility, and ultimately, our market share. A number of potential business opportunities for Namibia were identified, including; the development of a cold storage chain from Walvis Bay to Lubumbashi to increase frozen food imports through the port of Walvis Bay; maize meal supply to DRC; investment in trucks, car carriers and reefers; importation of used vehicles, machines and mining equipment from Europe and America; as well as, copper exports from DRC as the copper cathode production increases.



## Logistics Hub Working Group Meetings continue

On 15, 16 and 21 June 2023, the WBCG in collaboration with the JICA Expert team, successfully held the second round of Logistics Hub Working Group (WG) meetings for the year. The joint Integrated Border Management & Capacity Development WG as well as the Road & Rail WG meetings were held in Windhoek, while the joint Strategic Marketing & Landslide Connectivity took place in Walvis Bay.



## NCCI & ZACCI conducts a bilateral Trade Mission in Zambia

From 3 to 8 August 2023, the Namibia Chamber of Commerce and Industry (NCCI) in collaboration with the Zambia Chamber of Commerce and Industry (ZACCI), Namibian High Commission to Zambia and Walvis Bay Corridor Group (WBCG), undertook a Trade Mission to Lusaka, Zambia. The main objective of the trade mission was to unlock business opportunities through the two chambers in order to strengthen bilateral economic ties between Namibia and Zambia.

## WBCG participates at the Maritime Festival 2023

On 4 and 5 August 2023, Namport in collaboration with the WBCG participated at the Walvis Bay Maritime Festival. The team engaged various visitors including youth and learners, and highlighted the importance of the Namibian ports, Walvis Bay Corridors, Namibia Logistics Hub initiative as well as the transport and logistics industry at large. Furthermore, visitors were given port tours and shown various commodities imported and exported via the Port of Walvis Bay.



## WBCG & MoHSS collaboration on Wellness Service

On 15 August, the WBCG Wellness Service provided clinical services at community level in Windhoek. The team was led by the United States Agency for International Development (USAID) high level delegates Tamara Cox, Maria Price Detherage and Laura Muzart, as well as Isabel Mendes-Siyamba from Intra Health Namibia (IHN) and Mama Africa of Rights not Rescued Trust (RnRT) visited the WBCG 'moonlight' activity.





## The Logistics Hub Department hosts its integrated sectoral Working Group Meetings

On 16 & 17 August 2023, the stakeholders of the Joint Integrated Border Management and Capacity Development Working Group (WG) as well as the Road and Rail Working Group (WG) met in Windhoek, to take stock and recollect progress updates on the key outcomes and actions on projects since the last working group engagements. The meetings were hosted by the WBCG in conjunction with the JICA Experts team and was attended by members of the WGs as well as key industry players.



## Namibia and Zambia launches the 24 Hour Operation at the Katima Mulilo & Sesheke Border Post

The Minister of Home Affairs, Immigration, Safety and Security Dr Albert Kawana and Zambian Minister of Home Affairs and Internal Security Jack Jacob Mwiimbu officially launched the 24-hour operation at the Katima Mulilo Border Post today. The implementation of the 24-hour border operations at the Katima Mulilo Border Post, is a significant milestone towards Namibia's vision of becoming a Logistics Hub for the SADC Region, and attaining the goals of the African Continental Free Trade Area (AfCFTA) agreement.



## Namibia hosts the Oil & Gas Conference 2023

On 16 -17 August 2023, the WBCG team attended the Namibia Oil and Gas Conference in Windhoek, which was one of the most prominent events that took place in 2023 in Namibia. Hosted by the Economic Association of Namibia (EAN), the Namibia Investment Promotion and Development Board (NIPDB) and the Hanns Seidel Foundation (HSF) in strategic partnership with the National Petroleum Corporation of Namibia (NAMCOR), the Oil & Gas Conference took place under the theme, *Leveraging the Recent Oil Discoveries for Inclusive Development*.



## WBCG & Namport participates at the Mining EXPO & Conference 2023

On 30 and 31 August 2023, the WBCG and Namport collectively participated as exhibitors at the Mining Expo and Conference 2023 in Windhoek. Under the theme "Namibia's role in the sustainable supply of minerals to support the global energy transition", the 10th Annual Mining Expo & Conference. The team which was represented by Ms. Maria Paulus, the WBCG Manager for Marketing & Communications as well as Mr. Trevor Ndjadila, the Business Development Manager for Namport who both engaged various local, regional and international visitors, and underlined the prospects presented by the Walvis Bay Corridors and Namibian ports.



## September 2023

### WBCG attends the Katanga Business Meetings & Conference 2023

On 14 and 15 September 2023, the WBCG attended the Katanga Business Meetings (KBM) & Conference in Kolwezi and Lubumbashi. During the conference various panel discussions took place with the focus on the economic impact of mining, transport and logistics sector, new corridors of Lualaba and various policy reforms in policies for an improved investment environment. Mr. Jen Mbayo, the WBCG Business Development Manager for DRC who attended conference made the following remarks "The meeting served as a networking event where many companies participated to present their products and services and also a great opportunity to meet and discuss with business owners and executives from various industries".

## WBCG participates at the 11th Annual Transport Evolution Africa Forum & Expo 2023

From 20-22 September 2023, a team from Walvis Bay Corridor Group and Namport attended the 11th annual Transport Evolution Africa Forum & Expo 2023, in Durban. Mr. Irvaan Maharaj the WBCG Business Development Manager for South Africa narrated as follows, "The knowledge gained from this year Transport Evolution forum the Africa forecast by year 2025 we expecting double-digit growth in the movement of cargo over the coming years. Transport infrastructure and logistics are the strategic enablers of trade and competitiveness for Africa, and the need for advanced logistics systems, has never been more crucial".



## November 2023

### WBCG forms part of the Namibian delegation at the SADC Sector Group on Distribution Services Meeting

On 9 to 11 November 2023, the WBCG participated in the First Meeting of the SADC Sector Group on Distribution Services and the Fourth Meeting of Sector Group, in Cape Town, South Africa. The objective of the meeting was to assist the Trade Negotiation Forum Services in identifying trade negotiation issues related to the distribution sector, taking into account development trends, trade barriers and regulatory challenges within the SADC Member States



## December 2023

### NAMRA launch Time Release Study Report

On 01 December 2023, the WBCG's Logistics Hub team attended the launch of the Time Release Study Report at the Port of Walvis Bay. The first Time Release Study (TRS) was carried out in Namibia from February to July 2023 at the Port of Walvis Bay by the National Technical Working Group, which was established by key border agencies in Namibia with assistance from the World Customs Organisation. The aim of the study was to identify bottlenecks which impede trade, with the hope that the outcomes and recommendations will help Government establish a conducive environment for the seamless movement of goods and people within the transport and logistics industry.



## WBCG attends the 22nd International Conference on AIDS & STI's in Africa

On 04 - 09 December 2023, the WBCG shared experiences on the SADC HIV cross border project implemented in Namibia (Oshikango & Katima Mulilo), Angola (Namacunde) & Zambia (Sesheke) at the International Conference on AIDS & STI in Africa which took place in Harare, Zimbabwe.



## Annual Thank a Trucker and Truckers' Wellness Day Campaign

On 8 December 2023, the Walvis Bay Corridor Group (WBCG,) in collaboration with the Namibian Ports Authority (Namport), the National Road Safety Council of Namibia, Ohlthaver & List, Engen Namibia, Buks Haulage Limited, FP du Toit Transport and the Ministry of Health and Social Services hosted the Thank a Trucker and Truckers' Wellness Day at the Swakopmund Roadblock, Swakopmund.

The annual campaign was aimed at raising awareness of road safety amongst truckers, highlighting their importance of keeping the economy moving and importantly, appreciating the truck drivers as front line heroes.



## January 2024

### Zambia ratifies the WBNLDC Tripartite Agreement

The Government of the Republic of Zambia successfully ratified the Walvis Bay-Ndola-Lubumbashi Development Corridor (WBNLDC) Tripartite Agreement and deposited the instruments of ratification with SADC. Announcing the ratification by Zambia, Honourable Museba Frank Tayali, Zambia's Minister of Transport and Logistics remarked that the ratification will boost economic development amongst the member countries and beyond.



## ENGEN Namibia and WBCG sign a fuel Partnership Agreement

The WBCG is pleased to announce the signing of a Memorandum of Agreement (MoA) for Fuel Sponsorship with ENGEN Namibia, reaffirming and further strengthening our strategic public private partnership. This collaboration marks a significant milestone in the transport and logistics industry as Engen becomes the exclusive fuel sponsor for WBCG with effect from 1 February 2024. This partnership seeks to specifically strengthen the WBCG health and Wellness interventions in Namibia, building on the initial support provided by ENGEN Namibia during the outbreak of the Covid-19 pandemic.



## February 2024

### WBCG, Namport and Transport Event host Intermodal Africa Conference and Exhibition 2024

The Intermodal Africa Conference and Exhibition 2024, aim to promote trade and economic development throughout the SADC region through effective and reliable modes of transport and logistics, as well as promote foreign direct investment and international business tourism into Namibia and the region. Furthermore, the event aims to promote Namibia as the preferred Logistics Hub for the SADC region. In his address, the Deputy Prime Minister and the Minister of Works & Transport, Hon. John Mutorwa, underscored the Namibian Government's unwavering dedication to enhancing the transport sector. Hon. Mutorwa emphasised the government's commitment to improving the transport sector and enacting laws and policies, necessary for the facilitation of trade via a future-proof transport network, demonstrates a proactive approach, to fostering economic growth and development.



# TESTIMONIAL 2023

## Testimonial from SMT – DRC

We are delighted to share the positive feedback below from one of our key stakeholders, Mr. Guillaume Kizito who is the Head of the Sales Parts - Imports and Exports at Services Machinery Trucks (SMT) VOLVO, DRC.

"In November 2022, representatives from our DRC office paid a courtesy visit to Namibia with a view to engage various stakeholders and identify existing business opportunities in Windhoek and Walvis Bay.

During this visit, our team was impressed by the warehousing capacity of the Port of Walvis Bay as well as the excellent services provided by Namport, which serves as solutions to problems often encountered by the transporters. This experience gave us a sense of satisfaction and warranted potential for future imports through the Port of Walvis Bay, " shared Mr. Kizito.



## Testimonial: Anglo American

The Anglo American plc in South Africa has extended their heartfelt gratitude to the WBCG for their continued support during the past year. Mr. Michael Naidoo, Logistics and Optimization Manager for Africa Commercials, made the following remarks:

"We appreciate, greatly the effort to create synergies to enable us to use the Port of Walvis Bay for future exports of commodities from neighbouring countries. Thank you for facilitating visits to the logistics hubs of interest and connecting us with various role players in the Namibian landscape.

I have no doubt that your efforts in engaging us over past year will bear fruit, resulting in the development of new routes to marks through the Namibian landscape and via Walvis Bay. Thank you once more, and we look forward to your continued support."





# GALLERY HIGHLIGHT

HIGHLIGHTS  
April 2023 – March 2024





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# Business Development



# Wellness Service



# Logistics Hub



# Namibia Logistics Excellence Unveiled

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# Connecting Southern Africa to the rest of the World

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