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Johnny M Smith

Business Development Executive

Walvis Bay Corridor Group

“The Walvis Bay Corridor Group Experience”



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CORRIDOR
GROUP

WALVIS BAY CORRIDOR GROUP

Joint PPP of logistics providers



Walvis Bay Port Users Association



Namibian association of freight forward



Namibian road carriers association



Namibian Ports Authority



Transnamib



Namibian chamber of Commerce & Industry



Municipality of Walvis Bay



Ministry of Trade & Industry
Investment Center



Ministry of Finance
Ministry of Works, Transport
& Communication



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WALVIS BAY CORRIDOR GROUP

- **Core business**

- **Business Development**
- **Cross border facilitation**
- **Infrastructure development**



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WALVIS BAY CORRIDOR GROUP STRATEGIC PLAN

- **Corridor Software and Hardware**
- **Infrastructure on port, rail, intermodal**
- **Cross border facilitation**
- **Capacity building**



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PROJECTS ON ALL WALVIS BAY CORRIDORS

- **Infrastructure Master Plan**
- **Intermodal Transport Management System**
- **Cross border/Transit Facilitation**
- **Business development**
- **Dry port/Rail head development**
- **Railway: Track upgrades and Rail links**



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CORRIDOR PROJECTS

- **TransKalahari Corridor**

TK Express

TK Railway

- **TransCaprivi Corridor**

TCC Business Plan

TCC Railway

- **TransCunene Corridor**

Windhoek – Luanda Corridor



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PORT OF WALVIS BAY PROJECTS

- **Port Expansion and Development Plan**
- **Port Security (C-TPAT)**



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PROMOTING PORT INFRASTRUCTURE PROJECTS AS AN INVESTMENT OPTION

- Measurable benefits
- Long term strategy
- Are the benefits national, regional or international
- The “economic” benefits need to be greater than the port.
- The port seen as the major focal point



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SUPPORTING ACTIVITIES

- **WBC Economic Benefit Research**
- **Enhancement of WBC Strategic Plan Projects**



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CRITICAL SUCCESS FACTORS TO PROJECT STRUCTURE

•The corporate, management and ownership structure, and also the operating agreements between the key stakeholders, must be such that:

- Long term transport contracts can be entered into with major international.
- Equity and or Loan Financing – being able to raise institutional risk financing and being able to provide financial guarantees
- Operational sustainability – agreements which allow the project to operate independently of the operations of the key stakeholders

CRITICAL SUCCESS FACTORS TO PROJECT STRUCTURE

- **One Stop Shop** – marketing commitments and authority to commit to performance targets by the operator, for all elements of the supply chain
- **Coordinated operating strategy, marketing and development vision** by all the project partners/shareholders/stakeholders
- **Executive control** – management being able to take immediate action when stakeholder performance fails, or to react to unforeseen circumstances