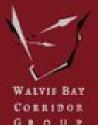
<u>International Seminar on Road</u> <u>Financing and Investment</u> <u>Ngurdoto Mountain Lodge, Arusha,</u> <u>Tanzania, April 16 – 20, 2007</u>

Johny M Smith

Business Development Executive

Walvis Bay Corridor Group "The Walvis Bay Corridor Group Experience"



WALVIS BAY CORRIDOR GROUP

Joint PPP of logistics providers





Namibian association of freight forward



Namibian road carriers association



Namibian Ports Authority



Municipality of Walvis Bay









Ministry of Trade & Industry Investment Center



Namibian chamber of Commerce & Industry



Ministry of Finance Ministry of Works, Transport & Communication

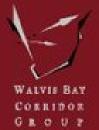


WALVIS BAT CORRIDOR G R O U P

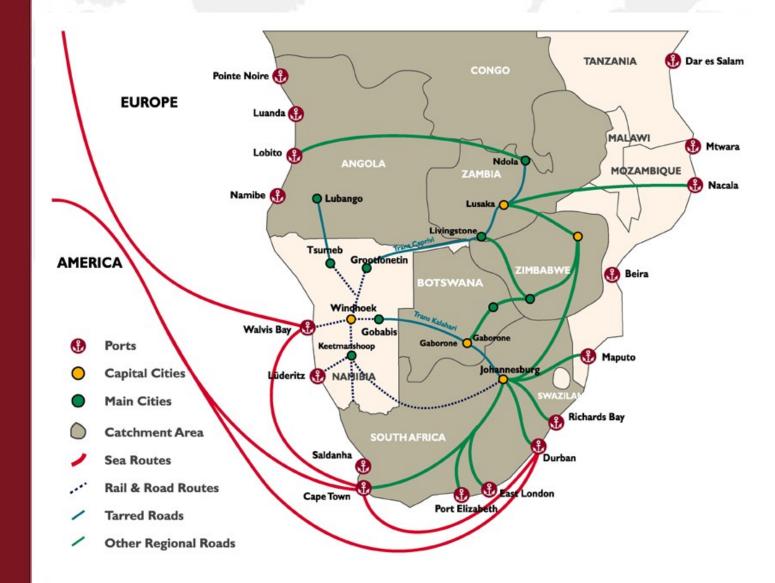
WALVIS BAY CORRIDOR GROUP

Core business

- Business Development
- •Cross border facilitation
- Infrastructure development



WALVIS BAY CORRIDOR ROUTES





CORRIDOR GROUP

WALVIS BAY CORRIDOR GROUP STRATEGIC PLAN

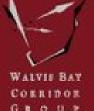
Corridor Software and

Hardware

Infrastructure on port, rail,

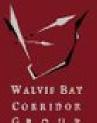
intermodal

- Cross border facilitation
- Capacity building



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



CORRIDOR PROJECTS

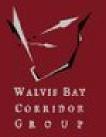
•TransKalahari Corridor TK Express TK Railway

•TransCaprivi Corridor TCC Business Plan TCC Railway

•TransCunene Corridor Windhoek – Luanda Corridor

PORT OF WALVIS BAY PROJECTS

Port Expansion and Development
 Plan



Port Security (C-TPAT)



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

SUPPORTING ACTIVITIES

•WBC Economic Benefit Research

•Enhancement of WBC Strategic Plan Projects



WALVIS BAT CORRIBOR GROUP

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

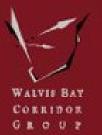
CRITICAL SUCCESS FACTORS TO PROJECT STRUCTURE

•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