

25-29 November 2013

**Port & Corridor Business Mission to the Netherlands**

*Site visits, seminar, individual matchmaking and  
the SANEC Trade & Investment Gala Dinner*



Organized by



Supported by



Made possible by



# Contents



## Page

### Introduction & background

- 5 Preface
- 6 Port & Corridor Cooperation  
*A sea of opportunities in Port & Corridor development*
- 8 Interactive Port & Corridor seminar

### Programme & hotel

- 10 Programme trade mission
- 13 Hotel details

### Factfinding profiles

- 14 Gauteng Province & Harrismith
- 16 Western Cape Province
- 18 KwaZulu-Natal Province
- 20 Eastern Cape Province
- 22 Maputo Region, Mozambique
- 24 Walvis Bay Region, Namibia

### Profiles

#### *Profiles organizing parties*

- 28 SANEC
- 29 The South African Embassy in the Netherlands
- 30 Embassy & Consulate-General of the Kingdom of the Netherlands

#### *Company profiles*

- 31 Southern African Development Community
- 32 Maputo Corridor Logistics Initiative
- 33 Atlantis Port and Logistics
- 34 Namport
- 35 The Walvis Bay Corridor Group
- 36 Aurecon
- 37 Bidfreight Port Operations
- 38 The Development Bank of Southern Africa (DBSA)
- 39 Dube TradePort Corporation
- 40 Royal HaskoningDHV
- 41 Samsa
- 42 STC-Southern Africa (Pty)
- 43 Transnet



# Preface



Port & Corridor  
Cooperation Business  
Mission  
Marten van den Berg

## World of Welcome

**It is my pleasure to welcome this Port & Corridor Cooperation Business Mission from Southern Africa to the Netherlands. This week's program will showcase Dutch knowledge and expertise in the field of ports, infrastructure and logistics and will provide good opportunities to build sustainable relations with Dutch counterparts.**

The Netherlands is a key logistics player in the global economy, connecting producers and consumers worldwide. This role is sustained by aligning cutting-edge infrastructure with world-class service providers, building on our coastal location at the heart of Europe. The Dutch approach to port and corridor development offers an integral vision and is based on own, vast experience. Close cooperation between business, knowledge and research institutes and government stimulates innovation to maintain our leading position. High interconnectivity enables the use of advanced IT systems to further improve the logistics chain. This powerful combination has allowed the Netherlands to remain the Gateway to Europe.

Southern Africa is home to some major transport hubs and logistics players too, its ports network and corridors servicing an important part of the African continent. The visionary developments already taking place and planned for the future will offer great opportunities to solidify that position. Exchange of expertise and technology can assist our countries to further excel and expand our networks.

During your mission you will visit the Port of Rotterdam, Europe's largest port and the main European hub for the arrival, production and distribution of energy streams, and Amsterdam Airport Schiphol, a leading European cargo and passenger hub. You will meet companies specialized in storage, transshipment, industrial processing and auxiliary services, as well as transport, packing, warehousing and distribution. I am confident that this week's mission will allow existing contacts to be strengthened and new partnerships to be forged.

I wish you an inspiring and successful visit and I would like to compliment SANEC for organizing this mission.

**Marten van den Berg**  
*Deputy Director-General for Foreign Economic Relations*

*A sea of opportunities in Port & Corridor development*

## Port & Corridor Cooperation

**Southern Africa is paving the way towards developing large-scale economic zone projects, which results in excellent business opportunities for domestic and for foreign companies. In 2011, a collective of Dutch companies explored the possibilities, supported by the Dutch government programme 2g@there.**

Through the 2g@there programme, the Ministry of Economic Affairs supports Dutch companies that intend to join forces in their international business dealings. The purpose of the Southern African 2g@there programme is to position the Dutch companies effectively in the fields of port management, waste management and infrastructural development.

In 2011 the first steps were taken by the cooperation to research the potential of the Saldanha Bay area, Western Cape, South Africa. This fruitful year, in which relationships were strengthened with for example Department of Trade & Industry and the parastatal Transnet, was concluded with the insight that there are booming opportunities in other regions too and the decision was made to broaden the scope.

### **Fast developments within Southern Africa**

In 2012 the scope of the cluster of companies, the Port & Corridor Cooperation, has broadened in terms of regions, but maintains the core focus on Port & Corridor development. The already booming South African economy, showed even more emphasis on the development of economic zones and infrastructure. Beginning of 2012 the Special Economic Zones (SEZ) Bill was gazetted, which would expand on the work already done by the country's Industrial Development Zones (IDZs) and attract more foreign investment. In particular, SEZ's would help stimulate industrialisation outside of the country's main urban areas of Cape Town, Gauteng, Durban-Pietermaritzburg, East London and Port Elizabeth. In addition, Transnet announced that it would increase its capital expenditure from R110bn over the next five years, to R300bn over the next seven. The Port of Walvis Bay in Namibia and its Walvis Bay Corridor and the Port of Maputo in Mozambique and its Maputo Corridor have linked their transport modalities to the rest of the Southern African Development Community (SADC) and are growing rapidly.

### **Extensive experience**

Dutch experts have extensive experience and often already a good understanding of the Southern African market, for example by having local offices in the regions or by having local business partners. The cooperation will focus on three main sectors, with a strong emphasis on sustainability and long-term viability: Energy, Transport and Water. Business opportunities will be created for all participating companies and tender opportunities will be targeted together. The unity of the cooperation ensures a broad platform of expertise, creating business opportunities for all and aspires to support local economic growth, job creation and community uplifting.

### **Future of Port & Corridor Cooperation**

Also in 2014, the Port & Corridor Cooperation will continue to strengthen partnerships between Southern Africa and the Netherlands in the field of Port & Corridor development. For more information please contact the SANEC offices in the Netherlands or in South Africa.



## Interactive Port & Corridor seminar

The ports in the southern African region have been subject to increasing demand over the last years. Enhanced demand has resulted from external factors such as strong GDP expansion and political stability, but also internal factors such as improved shipping links with other continents, increasing transshipment activity and improved terminal efficiency. Increased traffic in the ports and on the corridors in the southern African region has resulted in a number of key challenges such as long container dwell time and low performance of inland modes of transport especially the rail lines with insufficient availability of wagons and locomotives. Dutch companies and institutions offer great technology and expertise towards overcoming these challenges. **Therefore, on Tuesday 26 November, Port Management, PPP's and Financial Constructions, as well as Corridor Management and Synchronomodal Transport will be discussed during a number of interactive port & corridor seminar.**

### *PPP's|financial constructions*

With the multibillion dollar plans in the Southern African region to expand ports and improve Intra-African infrastructure, securing finance is slowly becoming a reality. Funding presents a number of challenges and involvement of the private sector seems almost inevitable, which may require change in government policy.

Regional infrastructure projects take advantage of economies of scale, reduce costs of services, and facilitate international trade to boost sustainable economic development. They link centres of consumption with remote sources of the services and connect national infrastructure networks to facilitate trade of goods and services and support mobility of people and information.

The private sector can play a crucial role in supporting the development of regional infrastructure by increasing project effectiveness and mobilizing financing from multiple parties. The private sector can also bring in technical know-how and the technology required to structure and im-

plement these complex projects. However, preparing regional public-private partnership (PPP) projects requires considerable foresight, planning, and coordination by and among national and international entities. Securing the long-term, enduring commitment of the respective governments and institutions is also a challenge. These projects require highly competent teams in charge of preparing and launching the biddings, as well as overall legal and regulatory frameworks that are harmonized among the different countries involved, to provide the transparency, stability, and predictability necessary for private involvement.

### *Corridor Management|Synchronomodality*

The impact of industrialisation on Intra-African trade, and in particular the extent, nature and logistics of the movement and trade of goods between Southern African nations, but also between other continents and Africa have been increasing immensely over the last years. In order to create internal markets which are efficient and cost effective for the benefit of Africa, corridor management is a key topic, and



multi-faceted. Corridor management and hinterland connectivity of ports is dependent on many different factors. It is subject to coastal port and inland infrastructure, but also on structures and systems that enable multi-modal integration which should go hand in hand with efficient (inland) customs handling and port route planning.

A relatively recently developed concept is synchromodal transport. It is not a new form of intermodal transport, rather is it a well-thought use of all transport modes in parallel. It involves carefully balancing time, cost and service levels of the various transport modes by logistics service providers, who chooses the best possible transport mode based on current circumstances, such as availability and current traffic conditions. On the same corridor this can sometimes result in the use of road transport, in other situations rail transport or the use of inland barges. This sounds very logical, however this can only be realised if certain systems are in place, such as advanced information systems and infrastructure, as well as Smart IT to coordinate all incoming information. Additionally, legislation needs to allow for flexibility; and cooperation between institutions, as well as between countries crossed by trade routes is essential.

Synchromodality is mainly possible with high volumes and highly frequent hinterland connections. Like no other, the Netherlands therefore had the potential to profile itself in this field in Europe. We have the logistics scale sizes, the volumes, the network, the connections via all modes of transport, the knowledge and the organisational skills. The Netherlands is truly a logistics top location which encompasses more than just Rotterdam. It is up to companies to ensure that customers optimally reap the benefits from this. Furthermore,

the Netherlands is able to explicitly position itself as a combined seaport/airport. Amsterdam Schiphol Airport and the seaport of Rotterdam are less than 100 kilometres apart.

If synchromodal transport is being used well, it can offer a clear competitive advantage to logistics service providers, as well as it offers opportunities for regions to become more competitive from a logistics point of view.

### **Port Management**

Large ports deal with a number of disparate activities: the movement of ships, containers and other cargo, the loading and unloading of ships and containers and customs activities, as well as human resources, anchorages, channels, lighters, tugs, berths, warehouse and other storage spaces have to be allocated and released. The efficient management of a port involves managing these activities and resources, managing the flows of money involved between the agents providing and using these resources, and providing management and transport information.

Improving port operations and increasing capacity can help to clear bottlenecks and reduce congestion. Dutch companies offer solutions for better utilisation and management of existing infrastructure, enhancing capacity and going hand in hand with capital intensive investments in new transport infrastructure.

Sustainable port development and growth is a key matter for port authorities. Port strategies and activities need to meet current and future needs of the port and its stakeholders, while protecting and sustaining human and natural resources. The number of stakeholders involved in the process of growing a port sustainably makes it a complex topic.

# Programme

## **Monday**      **25 November**      **Amsterdam|Leidschendam**

- 11H00** Departure bus from Mercure Hotel, Weigelia 22, Leidschendam for those that checked-in over the weekend
- Before 11H00** International flights arrivals at Amsterdam Schiphol Airport
- 12H00** Departure by bus from Doelen Coaches pick-up spot from Schiphol Airport to Forkliftcenter, Hornweg 18 in Amsterdam
- 12H30: Welcome by Mr Bjorn Andre de La Porte, CEO of Forkliftcenter
  - 13H00: Lunch hosted by Forkliftcenter
  - 13H30: Tour through Forkliftcenter premises
- 14H15** Departure by bus to Waterland Terminal VCK Logistics, Elbaweg 10, Amsterdam
- 14H30: Waterland Terminal VCK Logistics. Hosted by Mr Rene Finson, Managing Director & Mr John Geerlings, Sales Manager
  - 15H30: Boat tour through the Port of Amsterdam
- 16H30** Arrival at Port of Amsterdam, De Ruijterkade 7, Amsterdam
- 16H45** Presentation by Mr Gert-Jan Nieuwenhuizen, Director International Projects Port of Amsterdam and Managing Director Amsterdam Port Consultants
- 17H30** Reception/drinks at and hosted by the Port of Amsterdam
- 18H00** Departure from the Port of Amsterdam to restaurant Volle Maan, Weigelia 40-42, Leidschendam (next to The Hague). Drop-off luggage at hotel first
- 19H00** Dinner at [www.vollemaan.nl](http://www.vollemaan.nl) (presence of Dutch government)
- 21H00** Check-in at hotel Mercure Hotel Leidschendam (walking distance from the restaurant)

## **Tuesday**      **26 November**      **The Hague**

- 08H00** Departure from Mercure Hotel to the South African Embassy, Wassenaarseweg 40, The Hague
- 08H30** Welcome by H.E. South African Ambassador Peter Goosen and SANEC Chairman Mr Frans Engering
- 09H00 – 12H00** Interactive port & corridor seminar
- PPP's / financial constructions by Mr Boudewijn Jansen from Rebel Group
  - Port Management by Mr Onno Roelofs from Stig Consult
  - Corridor Management / Synchronomodality by Mr Hans Vermij from Royal HaskoningDHV
- 12H00 – 13H00** Lunch hosted by the South African Embassy
- 13H00 – 16H45** Matchmaking sessions
- 17H00** Departure by bus to Mercure Hotel
- Evening** Leisure at own arrangements

# Programme

## Wednesday 27 November

## Rotterdam

<b>08H00</b>	Departure from Mercure Hotel to Shipping and Transport College (STC), Lloydstraat 300, Rotterdam <ul style="list-style-type: none"><li>• 09H00: Welcome, presentations and tour by a.o. Mr Albert Bos, Director of STC – Group, Mr Sander Wubbolts, Senior Project Manager of STC – Group and Mr Addy Houtappels, Business Development Manager of STC – Group</li><li>• 12H00: Lunch hosted by the Shipping and Transport College</li><li>• 13H00: Start Tour through Port of Rotterdam by Mr Henk Langhorst</li></ul>
<b>14H00</b>	Arrival at ECT Delta Terminal, Europaweg 875, Rotterdam (Maasvlakte) Welcome by Mr Jan Nater, Business Development Officer + ECT movie
<b>15H15</b>	Departure to FutureLand, Europaweg 902, Rotterdam (Maasvlakte)
<b>15H30</b>	Tour at FutureLand
<b>16H15</b>	Continuation tour through Port of Rotterdam and departure to hotel
<b>18H15</b>	Back at Mercure Hotel
<b>Evening</b>	Leisure at own arrangements

## Thursday 28 November

## Rotterdam|The Hague|Noordwijk

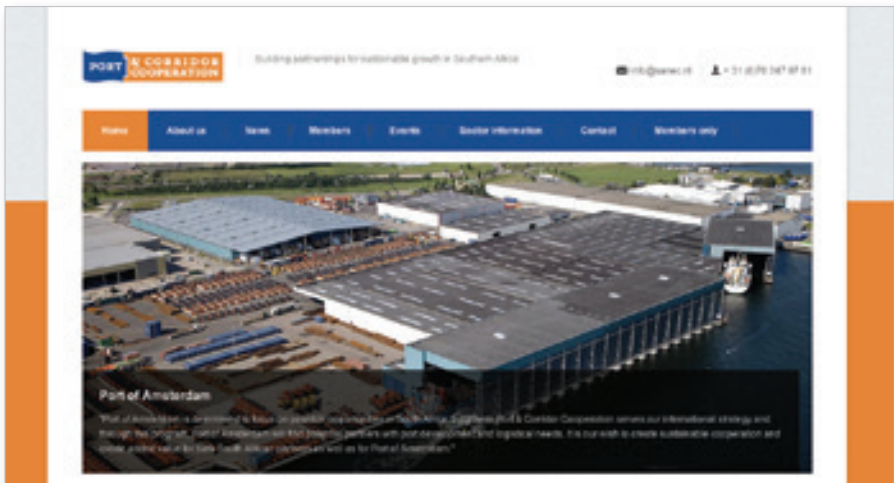
<b>07H30</b>	Check-out and departure Mercure Hotel Leidschendam
<b>08H30</b>	Arrival at Damen Shipyards, Avelingen-West 20 in Gorinchem; welcome by Mr Ronald Maat, Regional Director Africa <ul style="list-style-type: none"><li>• 08H45: Welcome in the conference room and start of the Damen Shipyards movie</li><li>• 09H00: Presentation Damen Shipyards by Mr Ronald Maat</li><li>• 09H45: Questions and discussions</li><li>• 10H15: Tour at the shipyard by Mr Ronald Maat</li></ul>
<b>11H00</b>	Departure to VEKA Shipbuilding, Biesboschhaven Zuid 10-11 in Werkendam <ul style="list-style-type: none"><li>• 11H15: Presentation and site visit by Mr Peter Huizinga, Sales Manager Africa VEKA Shipbuilding</li><li>• 12H30: Lunch hosted by VEKA Shipbuilding</li></ul>
<b>13H30</b>	Departure to The Hague
<b>14H15 – 16H15</b>	Arrival at Tygron, Saturnusstraat 60 in The Hague; site visit and tour by Mr Jeroen Warmerdam, Founding Director of Tygron
<b>16H15</b>	Departure to Grand Hotel Huis ter Duin, Koningin Astrid Boulevard 5 in Noordwijk
<b>17H00</b>	Check-in at Grand Hotel Huis ter Duin
<b>19H00</b>	SANEC Trade & Investment Gala Dinner at Huis ter Duin - with high level key-players from the public and private sectors

# Programme

Friday	29 November	Amsterdam Airport Schiphol
09H00	Check-out of Huis ter Duin and departure from hotel to Schiphol Area Development Company (SADC), Evert van de Beekstraat 356 at Schiphol	
	<ul style="list-style-type: none"><li>10H00: Welcome at Schiphol Area Development Company (SADC); presentation by Mr Olav Steffers, International Marketing Director, about Multimodal Development Plans Amsterdam Airport Schiphol</li></ul>	
11H15	Arrival at at Schenker Logistics, Fokkerweg 300 at Schiphol; site visit and tour by Mr Patrick Bongers, Manager Business & Product Development	
12H15	Arrival at Rhenus Air, Folkstoneweg 202 at Schiphol; welcome by Mr Frans Boddeke, Business Development Manager	
	<ul style="list-style-type: none"><li>12H30: Tour at Rhenus Air cross-stock facility by Mr Willem Homburg, General &amp; Security Manager Rhenus Airfreight Handling B.V.</li><li>13H00: Lunch hosted by Rhenus Air</li></ul>	
13H30	Closure of trade mission by SANEC	
14H00	Check-in international flights or otherwise (at own arrangements)	

## Port & Corridor website

Would you like more information and the latest news about ports, harbours and corridors? Please visit the dedicated Port & Corridor website: [www.portandcorridor.org](http://www.portandcorridor.org). On a weekly basis new branch information and industry news can be found on this platform. Members of the Port & Corridor Cooperation have their own login details to share information amongst each other.



*Your hotel during the mission*

## Mercure Hotel Den Haag Leidschendam

Weigelia 22, 2262  
AB Leidschendam  
Nederland  
T. +31 70 320 9280

## Grand Hotel Huis ter Duin

Koningin Astrid Boulevard 5  
2200 AB Noordwijk aan Zee  
Nederland  
T. +31 (0)71-361 9220



# Factfinding

Executed by SANEC  
*Facilitating international business*

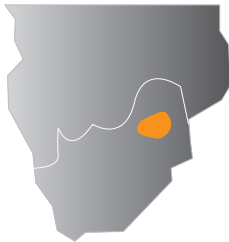
The purpose of this study was to present an analysis of the Gauteng region and Harrismith, specifically focusing on the sectors transport & logistics, (renewable) energy and water. The purpose of this study is to analyse the local environment, identify relevant stakeholders, indicate which potential projects could be interesting for cluster members or Dutch companies in general and identify specific tender opportunities for cluster members.

## Gauteng

As a fast growing region, Gauteng's requirements for infrastructure, housing, food, energy, water and sanitation are rapidly increasing, and government in the province is increasingly under pressure to meet these demands. At the same time its expanding economy is also putting increased pressure on available land, road transport systems and water and energy resources.

There are many projects within the Gauteng Province focusing on the sectors; transport & logistics, energy and water:

- **Transport and Logistics:** The objective of the Gauteng City Region (GCR) is to make the province a globally competitive economic hub locally, regionally and internationally. It is in this context that the Spatial Model in support of the key transport corridor is created.



Gauteng  
Province and  
Harrismith,  
South Africa



- **Energy:** The energy sector in South Africa is responsible for most of SA's greenhouse gases being emitted and Gauteng, as the economic hub of South Africa, plays a significant role in those figures. As such, it is imperative for Gauteng to find a sustainable way to respond to this challenge. It was this realisation that led to the development of the Gauteng Integrated Energy Strategy (GIES).
- **Water:** South Africa is rapidly approaching the full utilisation of its fresh water resources and most of the remaining potential has already been committed to be developed. The factfinding discusses the potential sources of fresh water of significant size that could still be developed for the Gauteng region water supplied are identified.

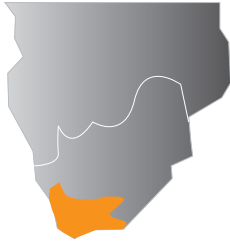
An interesting strategy discussed is the Green Strategic Programme. An attempt to meet the expectation of the Gauteng Provincial Government to prioritise the shift towards green growth and the creation of green jobs, as articulated in the Medium Term Strategic Framework and the Gauteng Employment Growth and Development Strategy, respectively.

### Harrismith

Harrismith has been announced as one of the five key transport projects which would be undertaken in the next five years – under the umbrella of the overarching project of the Durban-Johannesburg corridor. Therefore within the overarching plan of upgrading the Gauteng-Durban corridor focus has been put on the creation of the Harrismith Logistical Hub. The Harrismith Logistical hub (HLH) is a project that has been earmarked by the Free State Provincial Government as a flagship project, as part of the government's prioritised Accelerated and Shared Growth Initiatives (Asgisa) programme. Although a great opportunity, currently the HLH is still in the feasibility phase.



# Factfinding



## Western Cape Province, South Africa



Executed by Ecorys  
*Specialist in research, consultancy and project management*

**The purpose of this study was to analyse the local environment, identify relevant stakeholders, indicate which potential projects could be interesting for 2g@there members or Holland BV in general and identify specific tender opportunities.**

*“How to position companies in the Netherlands to share in these opportunities over an extended period of time, and in close cooperation with South African partner companies?”*

### **Metropolitan area**

The dominance of Cape Town in the economy of the Western Cape is evident. The vast majority of business opportunities will no doubt occur in and around the metropolitan area. The study also made clear that other regions of the Western Cape also face problems in areas where Dutch knowledge and expertise can be of service. The Saldanha-Vredenburg and the Southern Cape corridors are of significant regional and possibly international importance. In addition, the poor state and backlog of water infrastructure forces the majority of municipalities to plan for major overhaul and expansion projects in water and wastewater treatment plants.

The quality of public transport is unsustainable and there is heavy reliance on private transport modes.



The Provincial Government of the Western Cape has therefore given priority to increase access to safe and efficient transport along with the priority of mainstreaming sustainability and optimising resource-use efficiency. Other interesting opportunities are projects concerning smart grid systems, small-scale renewable energy solutions, an upcoming DoE tender on biomass, upcoming master planning for Port of Cape Town and port precinct, Saldanha Bay, consultancy on SEZ development projects and linking trade flows in biomass, rare earth and minerals to Dutch ports.

### **Saldanha Bay corridor**

There is a wide variety of challenges in the three different sectors, urgency to create jobs, and National Government has committed the financing to industrialise the country, including for the upgrading of the Sishen – Saldanha Bay corridor which is the fifth among 17 priority infrastructure projects of the current government. The Western Cape will see a continuous stream of projects and tender opportunities, and international finance and partnerships have been called for.

The study found that South African industries are very well capable to tackle the many development challenges the country faces. And if they can't, clients and contractors are not necessarily convinced that cooperation with a foreign company yields better results or lower prices. Dutch companies can be of added value if they identify a niche in which their unique technological skills, products, and experience can be used or when they manage to introduce concepts proven in the EU but new to South Africa.

Where (semi-) public Dutch organisations can be important as an introductory and facilitating partner, it will be up to the company itself to identify its niche, their partners, and their added value.

Requirements for success of individual companies are local presence, long term commitment that is reflected by upfront investments (in time and in communities), a strong B-BBEE partner, and –in case of public clients- supplier database registration.

# Factfinding

Executed by Royal HaskoningDHV  
*Enhancing Society Together*

**This specific report deals with the KwaZulu-Natal region in South Africa. It investigates the Port and Corridor Development in KwaZulu-Natal with the ultimate goal to identify and/or open markets for the 2g@there cluster members and beyond. The report is a compilation of various investment and trade related information on KwaZulu-Natal providing a fair overview of KwaZulu-Natal and its opportunities for Dutch companies.**

There are plenty of reasons to do business in KwaZulu-Natal (KZN). The province is a prosperous and vibrant region having an advantageous location, abundant resources, effective infrastructure, stable governance, a thriving economy and an excellent lifestyle. Of major significance to the success of the region is KZN's position on the eastern coast of South Africa.



## KwaZulu-Natal Province, South Africa

### **Durban & Richards Bay**

The two ports of Durban and Richards Bay, positioned on the Indian Ocean seaboard around which KZN is established, are both gateways to the sea lanes of the world. Durban and Richards Bay ports are southern Africa's busiest in terms of handling cargo by value and bulk respectively. The ports provide a competitive advantage and effectively position the region to increase its share of the global market.

The province is committed to providing stability, effective governance as well as service delivery and the government of KZN recognizes that investment is critical to the growth of the provincial economy and aims to ensure that an environment conducive for investment to thrive is created. There is commitment to grow the economy in policy and in government budgets and both national and provincial government have endorsed some major infrastructure plans.

### These plans include

- Improving the Durban-Free State-Gauteng logistics and transport corridor
- expansion of the ports as well as lowering port tariffs.
- The plans for a huge dug-out port on the site of the old international airport, to expand the city port capacity, will become a major boost to investment in the province.
- An inland dry port at Cato Ridge is also proposed, which will be an asset to the Durban-Gauteng transport corridor
- The government of KZN budget plans include various projects for much needed public infrastructure delivery including housing, schools and health facilities. These programmes not only improve services but will benefit local suppliers and boost the construction sector enormously.

The administrative and regulatory context can be burdensome to foreign investment, but there are agencies in place to assist with facilitating investing and assisting with sourcing funding partners. More information to be found in the KwaZulu-Natal factfinding, which can be provided by SANEC.



# Factfinding

Executed by STC B.V.  
*Education, training, consultancy and research,  
serving the transport chain*

**This report deals with the Eastern Cape Province. Port and Corridor Development in the Eastern Cape has been investigated, together with (renewable) energy and water sectors, with the ultimate goal to identify markets for the 2g@there cluster members and beyond. The report is a compilation of various investment and trade related information on the Eastern Cape providing a fair overview of the opportunities for Dutch companies.**

The province hosts the deepest container terminal port in Africa; the newly built deep-water port of Ngqura (Coega), adjacent to the Coega Industrial Development Zone (IDZ). Port Elizabeth is close to Coega while the port of East London is 260 km to the North.

Of the ten principal airports in South Africa, two are located in this province: one in Port Elizabeth and the other in East London. A total of 48,582 km of South Africa's 596,234 km of road, or 14 percent of the country's road network, is located in the Eastern Cape.

The Province faces challenges in the fields of electricity, water and sanitation infrastructure as well as underdevelopment, high unemployment rates, high dependency ratios, high poverty levels and a skewed economic structure.



**Eastern Cape  
Province,  
South Africa**



There is a serious need to reconfigure the structure of the Provincial economy. In 2009/10, Government budgeted R16.8 billion (EUR 1.6 mld) for infrastructure development in the Eastern Cape Province, to cover cost of roads and logistics infrastructure, healthcare facilities, education and social infrastructure.

**The Eastern Cape report reveals the following business opportunities:**

- Port, logistics and transport sector; roads and railway upgrades;
- Renewable energy (solar, wind, biomass and distribution);
- Water; storage, distribution/infra, purification;
- Agri-progressing; in Port Elizabeth, Coega and East London area;
- Tourism; passenger terminal Port Elizabeth, possibly East London as well;
- Educational and training of skilled labour;
- Infrastructure upgrades planned by Transnet Ltd.;
- Diversification regional economy.



# Factfinding

Executed by Royal HaskoningDHV  
*Enhancing Society Together*

**The purpose of the factfinding was to investigate the Port and Corridor Development in Mozambique with the ultimate goal to identify and/or open markets for the 2g@there cluster members and beyond. The research is a compilation of various investment and trade related information on Mozambique providing a fair overview of Mozambique and its opportunities for Dutch companies.**

The recent strong economic growth Mozambique is experiencing, has built confidence among Mozambican government authorities. The important role of private sector and foreign investment are understood and welcomed as providers of wealth to the country. Within the range of possibilities also Dutch investors can find their niche. Complementing the ecological wealth of Mozambique to the Dutch economic and technical wealth could create a win-win situation. The government invests heavily in improving infrastructure. The possibilities for improving tourism and investment in ports, transport and telecommunications are growing.

Mozambique is a challenging place to do business and offers high risks and the potential for high return for experienced investors. Investors must factor in pervasive corruption, an underdeveloped financial system, poor infrastructure and high on-the-ground costs. Surface transportation inside the country is slow and expensive,



**Maputo  
region,  
Mozambique**

while bureaucracy and port inefficiencies complicate imports. Despite these challenges foreign investment levels continue to rise and investors are seeing the business climate improvements documented by the World Bank's Doing Business report.

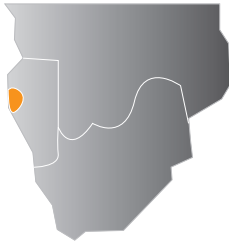
### Opportunities

Private sector investments with a relation to the water sector will grow. The huge investments in mining will also bring large investments in infrastructure, including water infrastructure for process water, new settlements and rapid expansions of cities as Tete, transport and port capacities as already under way in Beira. The large commercial investments in agriculture will bring investments in irrigation infrastructure including storage capacities. Nacala is one of the main development areas at the moment. There are a lot of business opportunities upcoming in rail, roads, ports and agriculture. These developments create opportunities for increasing tourism and business opportunities, like hotels, restaurants and shops. GAZEDA can be contacted to approve for projects and investments.

Several companies are in need of studies that need to be done. In most cases there is a lack of funding but not of opportunities. When Dutch companies can arrange the funding and define the study or project, then business can be done. The need of qualified people is high, training of employees is a request of most companies to stay competitive. Regarding the huge amount of opportunities it is recommended before doing business in Mozambique to contact CPI, The Investment Promotion Centre in Mozambique; [www.cpi.co.mz](http://www.cpi.co.mz).



# Factfinding



## Walvis Bay region, Namibia



### **Executed by STC B.V.**

*Education, training, consultancy and research, serving the transport chain*

**This report deals with the Walvis Bay Corridor. Port and Corridor Development in the Namibia has been investigated, together with (renewable) energy and water sectors, with the ultimate goal to identify markets for the 2g@there cluster members and beyond. The report is a compilation of various investment and trade related information on the Walvis Bay Corridor providing a fair overview of the opportunities for Dutch companies.**

### **Namibia**

Namibia is 20 times bigger than the Netherlands in terms of the surface area. Namibia has a small population of just over 2 million people. The education system is not working as it should and the official unemployment rate is rising (now around 30%). The most important source of income is from the mining industry. The above facts give additional reason, besides economic reasons of course, to look at the possibilities around the port of Walvis Bay and the Walvis Bay Corridor.

### **Walvis Bay and transport corridor(s)**

Walvis Bay is Namibia's largest commercial port and is strategically located, with direct access to principal shipping routes.

Namibia has a small internal market; 2.1 million people, while southern Africa has 300 million people. The actual size of the port of Walvis Bay would hardly need more development to serve the country.



However, Namibia can play an important role for the neighbouring countries. And that is exactly what it does now. Angola, Botswana, South Africa (mainly Gauteng), Zambia and Zimbabwe are connected by the road and rail transport corridors, mostly having Walvis Bay as their starting point.

WBCG (Walvis Bay Corridor Group) is a facilitator pushing Walvis Bay, and therewith Namibia, as a hub for southern Africa. Being a facilitator it brings the public (governments) and private businesses together.

### Other sectors

**Energy:** The power supply situation in Namibia will remain critical until the commissioning of a base-load power station by 2015/16. The Dutch organization KEMA is already working with NamPower on solutions.

**Water:** NamWater and the Nambian society as a whole is constantly looking for new and more efficient ways to make use of the scarce (drinking) water resources that are available. In a decentralized system, municipalities are responsible for the distribution of water.

The Walvis Bay Corridor report reveals the following business opportunities:

- Port, logistics and transport sector;
- Energy; production and distribution;
- Water; storage, distribution, purification;
- Agricultural management;
- Education and training.



# Organisational & Company profiles







## SANEC

SANEC is the key intermediary agency for companies, organisations and entrepreneurs doing business or seeking to do business in and between the Netherlands, South Africa, the Benelux and the southern African region (SADC).

**Mark Agterdenbosch**  
*General Manager Office The Hague*

Having close contacts with both the public and the private sector in both regions, SANEC is able to open doors for you and to offer you custom-made services to fit the individual needs of your company or organisation. Through our 400 members and other stakeholders, SANEC promotes the Netherlands as the entrance Europe and South Africa as the 'gateway' to the SADC region.



**Froke Gilsing**  
*General Manager Office Jo'burg*

SANEC aims to strengthen, implement and coordinate cooperation in the field of port and corridor development in and between Southern Africa and the Netherlands. The success of the region's ambitions depends on the effective implementation of transport infrastructure development corridors at national, regional and international levels. Throughout southern Africa initiatives are taken and cooperation is sought to improve this transport and logistics sector, connecting economic hubs across borders.



**Mark Reyneker**  
*Project Manager Office The Hague*

Throughout the years SANEC has established itself as the point of entry to connect demand and business opportunities in South Africa and in the SADC region to Dutch knowhow and technology in port and corridor development. Amongst others, both incoming and outgoing trade missions led to sustainable cooperation and strong partnerships.



**Marlon Drent**  
*Project Manager Office Jo'burg*

### Role within 2g@there Port & Corridor Cooperation

Tangible outcomes are currently being facilitated by SANEC by means of the 2g@there Port & Corridor Cooperation, the multi-year programme, supported by the Dutch government, to stimulate public-private cooperation between southern Africa and the Netherlands in the field of ports and corridors.

*Please visit our up to date website, [www.portandcorridor.org](http://www.portandcorridor.org).*

### Please contact

T +31 (0) 70 347 07 81  
T +27 (0) 11 459 2840  
E [info@sanec.nl](mailto:info@sanec.nl)  
W [www.sanec.org](http://www.sanec.org)





**H.E. Mr. Peter Goosen**  
*Ambassador*

**Please contact**

A: Wassenaarseweg 40, Den Haag  
T: 070 392 4501  
W: <http://www.zuidafrika.nl>  
E: [info@zuidafrika.nl](mailto:info@zuidafrika.nl)

## The South African Embassy in the Netherlands

The ties between South Africa and Netherlands go far back in history to the time of Jan van Riebeeck and the Dutch East India Company era in the 17th century. There are several things that bind the two countries, including the 'link' between the Dutch and African languages.

Our vision is a mutually beneficial, flourishing trade and investment relationship and sustainable diplomatic, political, technical and scientific partnership based on information, expertise and technological exchanges that enhance the development of our two countries.

Our agenda for the coming years is to strengthen our bilateral relations in the areas of trade and investment, transport and logistics, culture & arts, and any other areas where South Africa and the Netherlands find common links. Additional emphasis will be to strengthen political relations between South Africa and the Netherlands through structured engagements. This creates a climate conducive for business to thrive to the mutual benefit of both countries.

Furthermore, the South African Embassy in the Netherlands supports South African citizens, companies, research institutes and other organizations in their activities in the Netherlands, in close collaboration with SANEC (Southern African Netherlands Chamber of Commerce).



**H.E. Mr. André Haspels**  
*Ambassador to South Africa*



**Ms. Bonnie Hornbach**  
*Consul General*



**Ms. Tineke Mulder**  
*Head Economic Affairs*



**Ms. Deidré Batchelor**  
*Policy Advisor*

## Embassy & Consulate-General of the Kingdom of the Netherlands

One of the core tasks of the Embassy in Pretoria (Tshwane) and the Consulate General in Cape Town is to promote economic and trade relations between South Africa and the Netherlands. We offer active support to Dutch companies already present in South Africa as well as those starting to explore the South African market for the first time. We also provide advice to South African companies interested in trade and investment in the Netherlands.

### How can we support your business?

We provide information on opportunities, promising sectors and potential business partners in South Africa. We specifically focus on sectors with high potential where the Netherlands offers added value such as Water, Agriculture, Energy, and Transport & Logistics. More in depth information is available in these sectors and to a lesser extent also the Creative Industries and Life Sciences and Health sector. We also provide information about the investment climate and the rules and regulations for doing business in South Africa. Where needed the Embassy/Consulate-General can refer you to the relevant (government) organisations or specialised service providers for more in-depth assistance.

### Embassy

210 Florence Ribeiro/  
Queen Wilhelmina Avenue,  
Cnr Muckleneuk Street  
0181 New Muckleneuk  
Pretoria  
T +27 (0)12 425 4550  
E pre-ea@minbuza.nl  
I www.dutchembassy.co.za

### Consulate-General

100 Strand Street  
Cape Town 8000  
T +27(0)21 427 1376  
E kaa@minbuza.nl





## Southern African Development Community (SADC)

The Southern African Development Community (SADC) has been in existence since 1980, when it was formed as a loose alliance of nine majority-ruled States in Southern Africa known as the Southern African Development Coordination Conference (SADCC), with the main aim of coordinating development projects in order to lessen economic dependence on the then apartheid South Africa. The founding Member States are: Angola, Botswana, Lesotho, Malawi, Mozambique, Swaziland, United Republic of Tanzania, Zambia and Zimbabwe.

Please contact  
Mr. Lovemore  
Bingandadi  
SADC Infrastructure  
Advisor



SADC was formed in Lusaka, Zambia on April 1, 1980, following the adoption of the Lusaka Declaration - Southern Africa: Towards Economic Liberation.

The transformation of the Organisation from a Coordination Conference into a Development Community (SADC) took place on 17 August, 1992 in Windhoek, Namibia when the Declaration and Treaty was signed at the Summit of Heads of State and Government thereby giving the Organisation a legal character. The Member States are Angola, Botswana, the Democratic Republic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, United Republic of Tanzania, Zambia and Zimbabwe.

Company details  
SADC

I. [www.sadc.int](http://www.sadc.int)  
E. [lbingandadi@sad.int](mailto:lbingandadi@sad.int)  
T. +267 35 1863

SADC headquarters are in Gaborone, Botswana.

### THE SADC VISION

The SADC vision is one of a common future, a future within a regional community that will ensure economic well-being, improvement of the standards of living and quality of life, freedom and social justice and peace and security for the peoples of Southern Africa. This shared vision is anchored on the common values and principles and the historical and cultural affinities that exist between the peoples of Southern Africa.





## Maputo Corridor Logistics Initiative

**MCLI, the Maputo Corridor Logistics Initiative, is a non-profit organisation consisting of Infrastructure Investors, Service Providers and Stakeholders from Mozambique, South Africa and Swaziland who are focussed on the promotion and further development of the Maputo Development Corridor (MDC) as the region's primary logistics transportation route.**

Our incorporation in South Africa as a Section 21 (non-profit) membership organisation (Reg. No. 2004/007466/08) positions us advantageously to facilitate inclusively between all stakeholders, public and private, across national borders, aiming to co-ordinate the views of Service Providers and Users of the Corridor, engaging primarily the governments of SA and Mozambique as well as Swaziland:

Please contact  
Barbara Mommen  
*CEO*



- To remove barriers along the Corridor
- To inform the market of developments on the Corridor and
- To market the strategic benefits and opportunities of using it, thereby making the MDC the first choice for the regions importers and exporters alike.

A great deal of interest and support has been shown by a wide spectrum of stakeholders across South Africa, Mozambique and Swaziland. These include government departments, cargo owners, road hauliers, inter-modal operators, rail service providers, logistics companies, clearing agents, forwarding agents, shipping lines, port agents, shipping brokers, professional bodies, associations, financial institutions, border post management and officials.

Company details  
MCLI

I. [www.mcli.co.za](http://www.mcli.co.za)  
E. [barbara.mommen@mcli.co.za](mailto:barbara.mommen@mcli.co.za)  
T. +27 13 755 6025



## Atlantis Port and Logistics

**Atlantis Port and Logistics (Pty) Ltd was established in 2012 in Namibia and as part of its growth strategy, has now expanded to South Africa and Mozambique. APL is a leader in the Marine Training and Consultancy as well as Logistics Support.**

Atlantis Port and Logistics specialises in the following areas: marine training, marine consulting, management systems and certification, marine support services and construction, tug and barge services, marine plant/vessel hire, towage, salvage, etc.

Every assignment that APL accepts is carried out in accordance with the relevant statutory regulations, including but not limited to:

- Local Country's Occupational Health & Safety Standards;
- Marine and Maritime Safety regulations (APL has in place all relevant company insurances including Public Liability, Worker's Compensation and relevant marine policies. The company also holds Public Liability Insurance in Namibia.

APL has developed into a unique business, providing specialists trainings, consultancy, management system certification and launch services to the world's marine, port planning, management and construction as well as transport planning and logistics. Their main activities are concentrated in the training, consultancy, port management and logistics market.

APL undertakes a wide range of consultancy projects in Namibia, South Africa and Mozambique. Projects range from ongoing marine training to Research and Development (R&D) or feasibility studies for new infrastructure or shipping services, to planning and policy advice. APL clients are drawn from the private and public sectors.

Please contact  
Samson Muhapi  
CEO of Atlantis Ports



### Company details

Atlantis Port  
and Logistics  
I. [www.atlantis-ports.com](http://www.atlantis-ports.com)  
E. [info@atlantis-ports.com](mailto:info@atlantis-ports.com)  
T. +26 4811 492432





## Namport

Please contact  
Mr Gerson Adolf Uirab  
CEO



**Namport, operating as the National Port Authority in Namibia since 1994, manages both the Port of Walvis Bay and the Port of Lüderitz in Namibia. The Port of Walvis Bay is situated at the west Coast of Africa and provides an easier and much faster transit route between Southern Africa, Europe and the Americas. The Port of Lüderitz, located to the Southern Coast of Namibia caters for Southern Namibia as well as providing access to markets in the Northern Cape of South Africa.**

Namibian Ports Authority also manages a Syncrolift (dry dock facility) with vessels up to 2000 tonnes that can be lifted for repairs. Furthermore, Namport operates 2 floating docks with lifting capacity of 8000 tonnes each.

Mr Kavin Harry  
Executive Finance



Namport's key roles are to:

- Manage the port facilities to cater for current trade needs
- Develop the ports for future demands
- Contribute to the competitiveness of the SADC region's trade through the efficient, reliable and cost-effective supply of port services
- Facilitate economic growth in Namibia by enabling regional development and cross-border trade
- Promote the Ports of Walvis Bay and Lüderitz as preferred routes for sea-borne trade between SADC, Europe and the Americas
- As the founding architects of the Walvis Bay Corridor Group, assist with developing cross-border trade
- Minimize the impact of port operations on the natural environment by applying International Organisation for Standardisation ISO 14001
- Uplift and support the communities in which we operate.

Ms Heritha Muyoba  
Executive HR



Company details  
Namport

I. [www.namport.com](http://www.namport.com).  
na  
E. [Heidi@namport.com](mailto:Heidi@namport.com).  
com.na  
T. +264 64 208 2202



WALVIS BAY  
CORRIDOR  
GROUP

## The Walvis Bay Corridor Group

The Walvis Bay Corridor Group is a public-private partnership established to promote the utilisation of the Walvis Bay Corridors, which is a network of transport corridors principally comprising the Port of Walvis Bay, the Trans-Kalahari Corridor, the Trans-Caprivi Corridor, the Trans-Cunene Corridor, and the Trans-Oranje Corridor.

The Walvis Bay Corridor Group's public-private partnership set-up allows it to pool resources and authorities of both transport regulators and transport operators, thus effectively serving as a facilitation centre and one-stop shop coordinating trade along the Walvis Bay Corridors and linking Namibia and its ports to the rest of the southern African region.

Please contact

Johny Smith

*Chief Executive Officer*



The ports and corridors in Namibia are strategically positioned to give the country a competitive positioning as a transport hub for all regional and international trade between Southern African Development Community (SADC) countries, Europe, the Americas, and the rest of the world.

The new and well-maintained port and corridor infrastructure and the safe and efficient transport services provided by the transport industry, coupled with the reliable support of the regulatory authorities, gives the Walvis Bay Corridor Group a competitive positioning in achieving its aim of becoming the leading trade route in southern Africa.

Company details

The Walvis Bay

Corridor Group

I. [www.wbcg.com.na](http://www.wbcg.com.na)

E. [johny@wbcg.com.na](mailto:johny@wbcg.com.na)

T. +264 61 251 669

## Aurecon

**Aurecon provides engineering, management and specialist technical services for public and private sector clients globally. With an office network extending across 26 countries, Aurecon has been involved in projects in over 80 countries across Africa, Asia Pacific, the Middle East and the Americas and employs around 7 500 people throughout 11 industry groups. We seek to foster human achievement in all aspects of our work.**

Aurecon has 26 offices throughout South Africa, with its first office having opened in Tshwane in the early 1950s. These also include subsidiary companies, such as Geostrada Engineering Materials Laboratory and the Aspirata Microbiological Chemical Laboratory.

Please contact  
Philip Hendricks  
*Industry Leader  
Transport*



Aurecon's involvement in projects in South Africa ranges from the provision of basic services in rural areas, to the design of multi-modal transportation projects in metropolitan areas. Aurecon ensures the involvement of local engineers through our local offices. The result is effective knowledge and technology sharing and networking. In this way the group ensures local knowledge is combined with Aurecon's international expertise.

The group also offers bursaries and support for further studies at universities and other institutions of higher learning. By facilitating enhanced career development and opportunities, Aurecon contributes to efforts to assist those who have been historically disadvantaged. In addition, a large number of in-service training opportunities are also offered through 'learnerships' and a comprehensive mentorship programme.

Company details  
Aurecon

I. [www.aurecongroup.com](http://www.aurecongroup.com)  
E. [Philip.hendricks@aurecongroup.com](mailto:Philip.hendricks@aurecongroup.com)  
T. +27 12 427 2092

Projects have included the award winning Department of International Relations and Cooperation Head office and Berg Water Project, the Gauteng Freeway Improvement Project, and the Peter Mokaba Sporting Complex.

Aurecon has been verified as a Level 3 Contributor to BBBEE. With a procurement recognition level of 110 per cent, clients may claim any Aurecon fees incurred as BBBEE spend at the same level towards their own BBBEE certification. Furthermore, the group has been assessed as a Value Adding Vendor, which means that the fees claimed as BBBEE spend can further be enhanced by a factor of 1.25.



## Bidfreight Port Operations

Bidfreight Port Operations (BPO) is a wholly owned subsidiary of The Bidvest Group Limited, an investment holding company listed on the JSE in the General Industrials sector. Bidvest's strategy is to invest in businesses operating in the fields of service, distribution and trading, using its South African growth engine to develop local operations and drive international expansion. While the bulk of its operations are in South Africa it has substantial businesses in the United Kingdom, Continental Europe (mainly the Benelux countries), Australia, New Zealand, Singapore, Hong Kong and China.

Please contact  
Wandile Mzamo  
Operations Director



BPO offers integrated port operations solutions to its customers encompassing stevedoring, transport and terminal handling services. Our services include warehousing, stevedoring, transportation and terminal operating services, with operations in every commercial port in South Africa except Mossel Bay.

### Is looking for

Bidvest is looking for agency agreements with Ship Agencies. Bidvest looking to narrowing and identifying specific areas where tangible business opportunities can prevail and be sustained.

Company details  
Bidfreight Port Operations  
I. [www.bidports.co.za](http://www.bidports.co.za)  
E. [wandile.mzamo@bidports.co.za](mailto:wandile.mzamo@bidports.co.za)  
T. +27 (0)31 274 2509



## The Development Bank of Southern Africa (DBSA)

**The DBSA is an Infrastructure Development Finance Institution with a focus on infrastructure financing activities which has maximum impact on development. It plays its appropriate role in the developmental states of SADC countries.**

The DBSA is uniquely positioned to support the development challenges in South Africa. Its client facing operations are structured to unlock value across three broad prevailing challenges:

- Social Transformation
- Economic stimulation
- Institutional Capacity Building

Actions aimed at enhancing institutional ability to plan, implement and manage large-scale infrastructure projects.

The DBSA's focus is on originating infrastructure development projects within priority sectors largely prioritised to expedite infrastructure delivery, as well as to support economic growth required to stimulate employment and alleviate poverty.

New business is originated by a team of seasoned investment professionals through leads obtained from private sector, but also through upfront engagement with public sector in order to assist with early stage project development and financing during bankability stages.

Please contact  
Cyprian Marowa  
*General Manager Transport, Logistics, ICT and Funds*



Tshokolo Nchocho  
*Group executive for South African Finance*



Company details  
DBSA

I. [www.dbsa.org](http://www.dbsa.org)  
E. [CyprianM@dbsa.org](mailto:CyprianM@dbsa.org)  
T. +27 11 313 3873



## Dube TradePort Corporation

**Dube TradePort Corporation (DTPC) is a Schedule 3C Provincial Public Entity charged by the KwaZulu-Natal Provincial Government to develop the province's largest infrastructural development, Dube TradePort, 30km north of Durban. Dube TradePort is a government driven economic development zone orientated around air-freight and is situated between Southern Africa's busiest seaport, Durban Harbour, and largest bulk seaport; Richards Bay.**

Please contact  
Saxen van Coller  
*Chief Executive Officer*



Occupying a 2 040 hectare Greenfield site, Dube TradePort is a master-planned, world-class passenger and airfreight hub, comprising four development zones. This airport-related project, encircling King Shaka International Airport, is set to become a highly competitive business operating environment – the foundation of an emerging aerotropolis. DTPC, a wholly-owned Government company, is mandated to drive the development of Dube TradeZone, Dube City, Dube Cargo Terminal and Dube AgriZone, as well as the support service, Dube iConnect. Airports Company South Africa owns and operates the airport. All zones are within 5 minutes of King Shaka International Airport (DUR), making transport of goods convenient and efficient. All zones are within 5 minutes of King Shaka International Airport (DUR), making transport of goods convenient and efficient.

Dube TradePort reinvents the way of doing business, facilitating new global business and trade opportunities.

Company details  
Dube TradePort  
Corporation  
I. [www.dubetradeport.co.za](http://www.dubetradeport.co.za)  
E. [info@dubetradeport.co.za](mailto:info@dubetradeport.co.za)  
T. +27 (0)32 814 0000



## Royal HaskoningDHV

**Royal HaskoningDHV is a leading independent, international engineering consultancy service provider with roots established in the Netherlands, the United Kingdom and South Africa.**

Royal HaskoningDHV specialises in aviation, buildings, industry, energy and mining, infrastructure, maritime and waterways, planning and strategy, rivers, deltas and coasts, transport and asset management, and water technology.

A first choice consultancy for major world challenges, Royal HaskoningDHV experts provide sustainable and pragmatic solutions for pit-to-port, food security and water scarcity, the development of mega-cities, sustainable infrastructure, energy resources and supply.

By working together we are able to achieve more. At Royal HaskoningDHV, they embrace this philosophy. With an overarching aim to enhance society together, they work closely with clients, stakeholders, industry and academic leaders, to ensure projects are delivered on time and within budget, while providing a better, brighter, sustainable future.

Please contact  
Salani Sithole

*Director Business Unit:  
Logistics and Rail*



Company details  
RHDHV

I. [www.rhdhv.co.za](http://www.rhdhv.co.za)

E. [Michele.Gilbert@  
rhdhv.com](mailto:Michele.Gilbert@rhdhv.com)

T. +27 (0)11 3807860





## SAMSA

Please contact  
Commander Tsietsi  
Mokhele  
CEO



Mr. Sobantu Tilayi  
*Chief Operating Officer*



Ms Sindiswa  
Nhlumayo  
*Executive Head – Centre  
for Maritime Excellence*



Company details  
SAMSA

I. [www.samsa.org.za](http://www.samsa.org.za)  
E. [nnoge@samsa.org.za](mailto:nnoge@samsa.org.za)  
T. +27 (0)795082693

Accountable to the Minister of Transport, SAMSA was established on 1 April 1998 in terms of the South African Maritime Safety Authority Act 5 of 1998 (View Acts). SAMSA is governed by a Board made up of the CEO and six non-executive members, including the Chair and Deputy Chair, as appointed by the Minister. The organisation's objective is to lead and champion South Africa's maritime interests as custodians and stewards of maritime policy, vigorous promoters of the maritime sector and giving full and complete effect to our obligations for the benefit of all stakeholders. SAMSA's vision: The Authority championing South Africa's global maritime ambitions.

### Mission

To promote South Africa's maritime interests and development and position the country as an international Maritime Centre while ensuring maritime safety, health and environmental protection.

### SAMSA delivers four main outputs consistent with its mandate and responsibilities:

- Safety and environment protection standards for responsible maritime transport operations;
- An infrastructure for monitoring and enforcing compliance with safety and environment protection standards;
- The capability to respond to marine pollution incidents and other maritime emergencies; and
- The capability to detect, locate and rescue people in maritime distress situations.



## STC-Southern Africa (Pty)

**STC-Southern Africa (Pty) Ltd is a leading South African BBBEE company and a daughter company of the world renowned STC-Group of the Netherlands.**

Since 2001, STC-SA has slowly and steadily entrenched itself as a leading local supplier to the needs of the transport and logistics sector in the Southern African region. Particularly in the Maritime and Transport sector, STC-SA has proven that its preferred technique of structured transfer of knowledge and skills through a programme of knowledge migration from Europe to Africa has strengthened not only the capacity of its local resources but also ensured that it has access to the most cutting-edge technology and training facilities to further enhance its services to clients and customers.

Through its affiliation to the STC-Group, an international strategic combination of well-established education, training, research, consultancy and implementation service-providers for the entire transport logistics chain; STC-SA is able to offer a multi-faceted service, ranging from education and training to consultancy services, research and technical assistance.

With the backing and support of our Holding and Sister companies across the globe, STC-SA offers tailor-made solutions and services, which encompasses all aspects of Human Resource Development, Consultancy, Technical Assistance and Research for the entire Transport Logistics supply chain.

Although accessing its European counterparts, STC-SA has utilized its understanding of the unique needs of the African continent, as well as its vast global network of resources to provide an Africanised approach to its clients' needs, whilst still maintaining the highest quality with both standard and customized training and consulting.

Focusing on various activities in the transport and logistics chain, STC-SA's range of services can be compartmentalized as: Project-based Activities, Training, Consulting, and Supply of training-based simulators.

Please contact  
Mornay Beck  
*Managing Director of  
STC- Southern Africa  
(acting)*



Company details  
STC-Southern Africa  
(Pty)

I. [www.stc-sa.co.za](http://www.stc-sa.co.za)  
E. [info@stc-tablebay.  
co.za](mailto:info@stc-tablebay.co.za)  
T. +27 21 418 5062/  
+27 87 351 8308



## Transnet

**Transnet is the largest and most crucial part of the freight logistics chain that delivers goods to each and every South African. Every day Transnet delivers thousands of tons of goods around South Africa, through its pipelines and both to and from its ports. It moves that cargo on to ships for export while it unloads goods from overseas.**

Please contact  
Irvindra Naidoo  
GM Corporate Strategy



Makhosini Shongwe  
Executive Manager  
Physical & Capacity  
Planning



Company details  
Transnet  
I. [www.transnet.co.za](http://www.transnet.co.za)  
E. [irvindra.naidoo@transnet.net](mailto:irvindra.naidoo@transnet.net)  
T. +27 11 308 2511

Our vision and mission is to be a focused freight transport company, delivering integrated, efficient, safe, reliable and cost-effective services to promote economic growth in South Africa.

We aim to achieve this goal by increasing our market share, improving productivity and profitability and by providing appropriate capacity to our customers ahead of demand.

Transnet is fully owned by the South African government but operates as a corporate entity aimed at both supporting and contributing to the country's freight logistics network. It aims at developing South African industry, reducing the cost of doing business, while at the same time operating efficiently and profitably.

### Operations

Transnet operates an integrated freight transport company, formed around a core of five operating divisions that complement each other. These are supported by a number of Company-wide specialist functions, such as Transnet Projects which underpin the group as a whole.

Transnet has just successfully completed a four-point turnaround strategy and just embarked on a four-point growth strategy. Just prior to adopting our growth strategy, we embarked on a rebranding exercise. As part of that growth strategy, Transnet is investing ZAR300 billion in the next 7 years on revitalizing and extending its rail and port infrastructure. These plans include widening and deepening ports, new and upgraded rail systems; building a new pipeline and buying hundreds of new locomotives.





Pioneers in international business