

BUSINESS SWEDEN



**THE WALVIS BAY CORRIDORS
“CONNECTING SOUTHERN AFRICA
TO THE REST OF THE WORLD”**

SEMINAR IN STOCKHOLM MONDAY 11 NOVEMBER 2019

THE WALVIS BAY CORRIDORS

“CONNECTING SOUTHERN AFRICA WITH THE REST OF THE WORLD”

Seminar held in Stockholm, Monday 11 November, in connection with a Namibian roadshow to the Nordics and Baltics

Namibia aims to become the most important logistics hub in Southern Africa. The largest ongoing project, “the Walvis Bay Corridors”, aims to connect the Southern African markets with the rest of the world. Meet representatives from the main organisations involved in the project such as: Namport - the Port authority, TransNamib Holdings - the national railway company and the Municipality of Walvis Bay. Other interesting business sectors with growth potential include ICT (e-governance solutions) and green technology.

Time: Monday 11 November, at 9.00-12.00 followed by a networking luncheon

Venue: World Trade Center, Klarabergsviadukten 70 Stockholm

Hosts: Business Sweden and SME Aisle in collaboration with Interreg and the Swedish-Southern African Chamber of Commerce (SSACC)

Programme

08.30-09.00 Registration and coffee

09.00-09.10 Welcome and introduction, Minna Keinänen-Toivola, Project Manager of SME Aisle, Satakunta University of Applied Science (SAMK), Cecilia Leideman Bäck, Senior Project Manager, Trade Promotion, Africa and Middle East at Business Sweden and Magnus Rehle, Board Member, Sub-Saharan Africa Chamber of Commerce

9.10-9.30 The SME Aisle Project* – Promoting trade between the Baltic region and Namibia, Captain Heikki Koivisto, Satakunta University of Applied Sciences (SAMK)

09.30-09.45 Presentation of the Namibian delegation and introduction of the workshop
Project Manager Clive Smith, Walvis Bay Corridor Group

09.45-10.30 Investment plans in Namibia – Future business opportunities and projects

- Maritime
- ICT
- Transport – road and rail
- Energy and water
- Mining

10.30-11.00 Swedish companies – Business presentations

11.00-11.15 Q&A

11.15-12.30 Networking luncheon

Afternoon

13.00-17.00 Site Visits

For more information and registration, please contact Cecilia Leideman Bäck at Business Sweden, Cecilia.leidemanback@business-sweden.se, tel +46 70 883 74 11

THE INCOMING DELEGATION

1. Namibian Ports Authority (Namport) – Representative: Marine Manager Patrick Nawaseb

The Namibian Ports Authority (Namport) is a state-owned enterprise. From its headquarters in Walvis Bay, Namport manages Namibia's ports in Walvis Bay and Lüderitz. The Port of Walvis Bay, situated on Africa's southwestern coast, is a convenient and fast transit route, connecting southern Africa, Europe, Asia and the Americas: <https://www.namport.com.na/>. A new port terminal has recently been opened in Walvis Bay and the terminal operations are currently under privatization.

2. TransNamib Holdings – Representative: Logan Fransman, Executive technology and innovation

TransNamib Holdings is the leader in provision of rail transport services within and across the border of Namibia. With its headquarters in Windhoek, the company specializes in the transportation of bulk, break bulk and containerized freight. It also serves train passengers: <http://www.transnamib.com.na/>. Currently, railway connection from and to Walvis Bay, railway development, and railroad signaling solutions are of specific interest.

3. The City of Walvis Bay - Representative: H.E. Mayor Immanuel Hafeni Wilfried

Due to the potentially growing number of port operations, the city of Walvis Bay is currently looking for solutions concentrating on logistics and urban development.

4. The Walvis Bay Corridor Group (WBCG) – Representatives: Clive Smith, Project Manager and Cindy Lu Hasheela, Marketing and Communication Manager

The Walvis Bay Corridor Group (WBCG) is a Public Private Partnership (PPP), was established in the year 2000 to promote the benefits of using Walvis Bay corridors through the Port of Walvis Bay to and from Southern Africa. WBCG functions as a service and facilitation center and it has offices also in Lusaka Zambia, Johannesburg, South Africa and Lubumbashi, Democratic Republic of the Congo. An office in Europe is planned to be opened in 2020: <http://namibiatradedirectory.com/portfolio-items/walvis-bay-corridorgroup/>. Some examples of the projects:

- Commissioning of New Container Terminal
- Commissioning of North Port Development
- Increase of rail percentage share
- Completion of port and rail infrastructure Lüderitz
- Enhanced cross-border services
- Digitalization – i.e. successful implementation of Single Window
- Strategic Marketing Strategy Implementation
- Capacity building in Transport & Logistics Sector

5. Walvis Bay Salt Holdings (Pty) Ltd. Representative: Andre Snyman, managing director

Walvis Bay Salt Holdings (Pty) Ltd. is the largest solar sea salt producer in sub-Saharan Africa. The Group exports to various countries, including Nigeria, Cameroon, South Africa and Europe: <https://www.wbsalt.co.za/>. Cooperation opportunities include e.g. chemical industry, logistics and renewable energy.

* **The Central Baltic Interreg funded project SME Aisle (2018-2021)** aims at supporting SMEs within maritime and logistics, renewable energy, automation, shipbuilding and ICT. Support is provided in SME export activities to the (SADC) using Namibia as a stable entry-point. The project team consist of experts from various fields such as maritime, technology, business and social sciences from Finland, Sweden, Estonia and Latvia. The lead partner Satakunta University of Applied Sciences (SAMK) has over six years of experience in cooperating with the wide array of stakeholders in Namibia.