

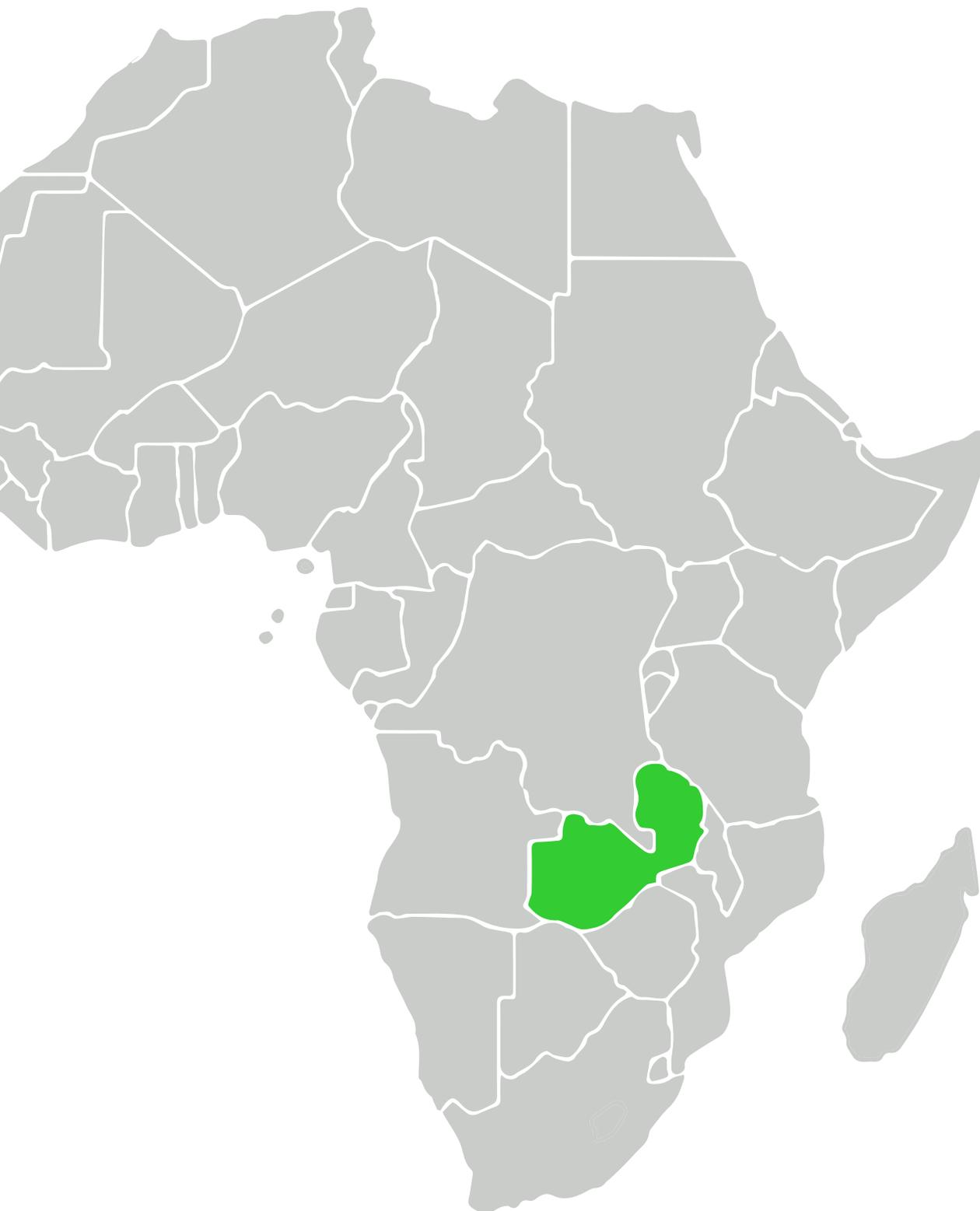
**Report**

**Land-Linked Zambia© : Conference & Exhibition**

24<sup>th</sup>-25<sup>th</sup> February, 2022

“Reconnecting within & beyond our borders for sustainability”

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**Land-Linked  
Zambia**

A transport and logistics event  
24 & 25 Feb 2022



Republic of Zambia  
Ministry of Transport & Logistics

Download the report online  
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This report is the summary of the Land-Linked Zambia Conference and Exhibition 2022.

As the styles of the sessions varied, so do the styles of the individual summaries. Readers, authors and organisers might not share all opinions expressed, or agree with the recommendations given. These, however, reflect the rich diversity of the discussions.



## Land-Linked Zambia

A transport and logistics event  
24 & 25 Feb 2022

### **Africast (Pvt) Ltd**

1 Martin Luther King Road,  
Kabulonga.  
Lusaka - Zambia

Postnet Box 562,  
P/Bag E891, Manda Hill

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AFRICAST Limited  
T/A Africast Conference &  
Exhibitions

### Contact

Micah Mulenga  
+260 978 643 666  
+260 967 977 318  
[theoffice@africastzambia.org](mailto:theoffice@africastzambia.org)  
[www.africastzambia.org](http://www.africastzambia.org)

### Design

**Yamfumu Designs**  
+260 968 152 097

Next LLZ© Edition  
**23 & 24 March  
2023**

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## WELCOME STATEMENT BY HON. FRANK MUSEBA TAYALI, MP

*Welcome, Mwaiseni,  
Tikurandilani, O Amogetswe,  
Karibu, Bem-Vindo, Boyei  
bolamu, Alo! Ki Manyer,  
Receber, Mauya, Welkom,*

WELCOME to Zambia, a jewel strategically located in the heart of Southern Africa, bordering eight countries and providing a great land linkage to the rest of the other countries surrounding our neighbours, and the rest of Africa.

Zambia remains a strategic point of business, and we consider your coming to our great Country as a rare privilege - we are humbled. For Zambia, hosting you is part of our hospitality and character in ensuring that our visitors feel at home, and we hope that you can stay here longer, to enjoy the vast tourism exploits that the country offers.

Coming to the Land-Linked Conference 2022, I would like to urge all the delegates to explore and consider this event as a gateway to many regional business opportunities that will be generated from the partnerships that will be created. Africa remains eager to do business with Africa, and what a great opportunity this event presents.

I would also like to thank all participating countries for their Governments' support to attend this Conference. I do know that, under our New Dawn Government, one of our priorities is to foster regional growth through robust infrastructure and efficient logistics.

Take time to visit the Mighty Mosi-Oa-Tunya Falls, one of the Seven Natural Wonders of the World. Zambia is a very beautiful and friendly country, which also has an abundance of wildlife, and a raw, untamed wilderness! Zambia is a very beautiful and friendly country. Kindly also visit the Presidential burial site in Lusaka, which is the Second Most visited Heritage Site in Zambia. There, you will learn a bit about how each Presidential period has contributed to building this legendary Country.

Let's continue to connect beyond our borders.

“I do know that under our New Dawn Government, one of our priorities is to foster regional growth through robust infrastructure and efficient logistics”.

– Hon. Frank Museba Tayali,  
MP Minister of Transport and  
Logistics, Zambia.

1- Hon. Frank Museba Tayali,  
MP Minister of Transport and  
Logistics, Zambia.



## STATEMENT BY CHIMWEMWE NYIRENDA, AFRICAST, CEO.

Thank you all for making the inaugural LLZ a reality. Especially to our technical partners, the Ministry of Transport and Logistics, we thank you. Suffice to say, the Linked Zambia initiative was born out of the renewed energy and lease of life ushered in by the New Dawn Government.

We are keen on delivering a bigger and better event annually, and are proud to announce next year's dates; please mark March 23rd & 24th, 2023 in your diaries.

As the AfCFTA takes center stage on the continent and at every economic forum of discussion, it's time to remove the border lines which served as barriers- it's been long overdue. Africa's population stands at over 1.3 billion, forming 17 percent of the world's population. Now, imagine such size of a market exchanging goods and services freely? Huge market as it sounds, it is of little advantage if it is uncoordinated and if it lacks an efficient and integrated transport network.

“We are keen on delivering a bigger and better event annually, and are proud to announce next year's dates; please mark March 23rd & 24th, 2023 in your diaries.”

-Chimwemwe Nyirenda, Africast CEO.

Furthermore, a quick look at the topics that will be deliberated during the course of this conference indicates the gravity of the discussions, and the visionary angle the transport sector in SADC and the rest of Africa- has taken to address the dynamics of land based and seaborne transport systems - intermodalism. I believe we will all leave Lusaka enlightened.

The Covid-19 pandemic, which still exists, came and wreaked havoc, at a time when we as SADC were already facing challenges that afflict the efficiency of our ports in the region; infrastructure and trade in general. There is, therefore, a need to put together great minds and share views and perspectives on how these challenges SADC is grappling with, and the unexploited opportunities, can be managed.

Hence, this forum would not have been timelier. With experts from outside, and within, Africa teaming up to share ideas and experiences in the African transport industry, we look forward to a fruitful outcome that will address ways of improving service delivery for economic growth and development.

The New Dawn Government in Zambia has speedily addressed bottlenecks at road blocks, ports of entry and inland weigh bridges. Meanwhile, the newly opened Kazungula Bridge and the long overdue ground-breaking of the Kasomeno-Mwenda Toll Road & Bridge in Luapula Province, which connects the northern part of the country to Lubumbashi, are the new big thing, as far as new transport corridors, are concerned. This makes Zambia an even more attractive rail and road infrastructure development partner which can facilitate trade efficiently with her neighbours. Watch this space!

Here's wishing you a fruitful LLZ 2022, see you all next year!

2- Chimwemwe Nyirenda  
Africast CEO, Zambia.



# HIGHLIGHTS

**“Africa will not be able to achieve its goals of industrialization and consequent economic development without an adequate infrastructure and efficient corridors.”**

Her Excellency Dra. Manuela Joaquim Rebelo  
Deputy Minister of Transport and Communications  
Mozambique



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- 3 -Her Excellency Dra. Manuela Joaquim Rebelo, Deputy Minister of Transport and Communications Mozambique speech at the LLZ during the opening session
- 4 -Delegates at the official opening of Land-Linked Zambia 2022.
- 5 -From left to right seated(Cornelder Chief Executive Director) Jan De Vries , Her Excellency Dra. Manuela Joaquim Rebelo (Deputy Minister of Transport and Communications Mozambique), Hon. Frank Tayali (Minister of Transport and Logistics), Lydia Mallya (Business Support Manager, Tanzania Port Authority) Fredrick Mwalusaka (Permanent Secretary of the Ministry of Transport and Logistics)
- 6 -Hon. Frank Museba Tayali, MP. Deriving opening speech
- 7 -Hon. Frank Museba Tayali, MP speaks to Leticia Feirerra of Cornelder, at the exhibition stand.
- 8 -Sarago motors outdoor exhibition stand.

THE LEAD ORGANISER



THE A TEAM



Mr. Chimwemwe Nyirenda  
Africast Zambia  
Chief Executive Officer



Ms. Micah Mulenga  
Personal Assistantt to the CEO/  
Administration officer



Mr. Jonathan Mwale  
Technical Planning and  
Marketing Executive.



Ms. Mildred Mwanza  
Sales & Marketing Executive

“Our partnership with local, regional and international event technology and infrastructure suppliers helps us stay ahead of the curve. It also makes our product offering for business events more sustainable in the advent of COVID, making us increasingly competitive!”

-Chimwemwe Nyirenda,  
CEO Africast.



Ms. Chanda Shakalima  
Sales & Marketing Executive



Mr. David Kashiki  
Public Relations and Media  
Executive

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Ministry of Transport & Logistics



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**FIRST DAY OF THE LLZ©2022**

“Zambia complements regional development plans as the strategic link of the corridor network in SADC and COMESA thereby using its land-linked status to facilitate trade and serve its neighbors”.

-Chimwemwe Nyirenda, CEO Africast

The official opening of the Land-Linked Zambia Conference and Exhibition took off with speeches from the Minister of Transport and Logistics (Zambia), the Deputy Minister of Transport and Communications, Mozambique, the major sponsor – Cornelder, Africast Zambia CEO, among others. After speeches, the Hon. Minister of Transport and Logistics officially opened the event, and the second section of the event fused in; that is the tour of stands and other items displayed at the conference venue, the Mulungushi International Conference Centre. The speeches that were delivered during the official opening, as well as pictures, are shared in the pages that follow:

**Key note**

*Participants at the 2022 Land-Linked Conference and Exhibition applauded the organisers and Government through the Ministry of Transport and Logistics for organising this event.*

*They applauded the high-level participation of stakeholders from Government, corporate, professional bodies and Governing boards, civil society and private sector practitioners in the event. Participants noted with appreciation that the Government added logistics to the Ministry of Transport.*

- 1: Zambia's Minister of Transport and Logistics– Hon. Frank Museba Tayali,
- 2: Mozambique Deputy Minister of Transport and Communications – Dra. Manuela Joaquim Rebelo,
- 3: Permanent Secretary of the Ministry of Transport & Logistics – Frederick Mwalusaka

- 4: Africast CEO –Chimwemwe Nyirenda,
- 5: Cornelder Executive Managing Director –Jan De Vries
- 6: SGC's George Shanganya
- 7: Tanzania Ports Authority– Lydia Mallya

Deliver their key-note speeches LLZ©2022



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## SPEECH BY LLZ©2022 GUEST OF HONOR HON. FRANK MUSEBA TAYALI, MP, MINISTER OF TRANSPORT AND LOGISTICS

*Your Excellency Honourable  
Manuela Joaquim Rebelo,  
Deputy Minister of Transport  
and Communications for  
Mozambique;*

*Permanent Secretaries present;  
Senior Government Officials  
present;*

*Your Excellencies, Heads of  
Foreign Missions and their  
Representatives and Staff from  
the Diplomatic Corps;*

*Transport & Logistics  
Stakeholders;*

*The Land-Linked Zambia  
Conference Organisers - Africast  
& Image Promotions;*

*Members of the Press;*

*May I simply say,*

*Distinguished Invited Guests.*

### **GOOD MORNING!**

First and foremost, I am happy to be here with you today. On behalf of the Zambian Government, I wish to warmly welcome you to our beautiful country, particularly our Capital City-Lusaka, to attend this major event – the Land-Linked Conference and Exhibition. The first of its kind.

### **LADIES AND GENTLEMEN**

You all agree with me that Zambia is strategically and centrally located in the Southern African Development Community (SADC) and Common Market for Eastern and Southern Africa (COMESA) regions, making it well placed to participate and facilitate regional and continental trade.

### **LADIES AND GENTLEMEN**

From the physical point of view, Zambia is a landlocked country surrounded by eight neighbouring countries: Angola, the Democratic Republic of Congo, Malawi, Mozambique, Namibia, Tanzania and Zimbabwe. However, this physical handicap has created an immense opportunity for us to create intermodal transport networks to link us to all our eight neighbours and beyond, to South Africa as well as across the water expanse of Lake Tanganyika to Burundi.

### **LADIES AND GENTLEMEN**

Our strategic location and bullishness have provided massive prospects for us to benefit from the Transport Corridor Network in the SADC and COMESA trade zones that transcend to the African Continental Free Trade Area as a whole. As a result, we are rebranding and becoming Land-Linked.

It is for this reason that the New Dawn Government, under the effective leadership of President Hakainde Hichilema, partnered with the Private Sector under the ambit of Africast to host this important Land-Linked Conference and Exhibition. We believe that Government and the Private Sector should work hand in hand to achieve greater heights.

### **LADIES AND GENTLEMEN**

The theme of our Conference, “Reconnecting Within & Beyond Our Borders for Sustainability” could not have come at a better time than this. It is therefore, my expectation that all participating countries: Botswana, the Democratic Republic of Congo, Malawi, Mauritius, Mozambique, Namibia, Tanzania, South Africa, Portugal, USA, and the host- Zambia and those participating virtually will take this opportunity to brain-storm on how each country and our partners will leverage on each other’s infrastructure to foster trade and commerce for the benefit of Africa as a whole.

As delegates to this Conference, you are urged to consider it as a gateway to the many regional business opportunities that will be generated from the partnerships that will be created. Always bear in mind that Africa is here to do business and Africa is the new frontier that remains eager to do business within and outside Africa.

For the local participants, I am encouraging you to take this opportunity to inform our visitors that Zambia presents incredible investment opportunities in the various sectors of agriculture, forestry, mining, manufacturing, tourism, infrastructure, energy, transport and logistics, health and education.



**Land-Linked  
Zambia**

A transport and logistics event  
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## SPEECH BY LLZ©2022 GUEST OF HONOR HON. FRANK MUSEBA TAYALI, MP, MINISTER OF TRANSPORT AND LOGISTICS

### LADIES AND GENTLEMEN

The Transport and Logistics Sector that we represent is very cardinal in fostering socio-economic development. Please allow me to commend all the industry players, who despite the challenges caused by the COVID pandemic, were still able to offer services to the public. I am particularly proud that the Sector remained resilient and was able to deliver essential goods and services to various parts of the country, Africa and the World at large, through land linkages and other means.

### LADIES AND GENTLEMEN

I once again wish to welcome all the delegates to this event. For those from outside Zambia, it is my sincere hope that you will enjoy the warm Zambian hospitality. Take some time off your busy schedule to sample some of the tourist attractions that Zambia has to offer, especially the Mighty Mosi-O-Tunya Falls. Please make your stay in our City and Country memorable.

### LADIES AND GENTLEMEN

It is now my singular honour and privilege to declare this Conference officially opened.

*I thank you and God bless you all.*

“Our strategic location and bullishness have provided massive prospects for us to benefit from the Transport Corridor Network in the SADC and COMESA trade zones that transcend to the African Continental Free Trade Area as a whole. As a result, we are rebranding and becoming Land-Linked”.

-Hon. Frank Museba Tayali, MP

### Key note

*Participants underscored that the COVID-19 pandemic has increased challenges in the sector and has taken a toll on transporters. The lack of uniformity in matters of PCR testing and sanitising regulations causes more stress. Apart from health related challenges, police checkpoints and Interpol related matters also posed a challenge to the transportation sector.*

-Hon. Frank Museba Tayali



## SPEECH BY LLZ©2022 GUEST MINISTER HER EXCELLENCY DRA. MANUELA JOAQUIM REBELO DEPUTY MINISTER OF TRANSPORT AND COMMUNICATIONS MOZAMBIQUE.

*Minister of Transport and Logistics of Zambia, Excellency; Permanent Secretary of Transport and Logistics; Distinguished Representatives of the Private Sector of African Countries and worldwide; Distinguished Delegates and Guests; Ladies and Gentlemen; All Protocol Observed.*

It is with great honor and profound privilege that I stand before you to present some points of discussion on this Land Linked Zambia, a Transport and Logistics

Event, on my behalf and on behalf of the Government of Mozambique. We want to thank you for the invitation to participate in this event, and the hospitality given to me and my delegation and I since when we arrived in this beautiful country, In this spirit, I would like to express my gratitude to the Ministry of Transport and Logistics of Zambia for the convenience of organizing this event. Allow the Business Community to raise awareness on the corridors in Africa. specifically, the ones who have competitive transport to Zambia so that they become a really Land-Linked Country.

**Ladies and Gentlemen;**

Recent developments at the world, continental, regional and national levels, dictated by technological innovations and new forms of production organization, where production and service industries have concentrated on their core business, have forced the production of goods and services to overflow national borders, which subverted the traditional concepts of territoriality.

Today, it is common for an industry based in one country to receive components from another country for the assembly of the finished product. This makes transport and logistics to play a fundamental role, consequently, forcing the construction of new infrastructures and the modernization of existing ones.

Aware of global dynamics, Africa will not be able to achieve its goals of industrialization and consequent economic development without adequate infrastructure and efficient corridors.

The lack of connections between different African infrastructures and inadequate access to energy is the biggest challenge of the continent's economic growth.

So to reverse this reality, it is urgent to find other ways of financing infrastructure projects, by strengthening public-private partnership agreements, and involving the but private sector- not only for funding and implementation, but as a partner in projects, policy formulation and enforcement.

In Mozambique, in order to promote the involvement of the private sector, we created the Spatial Development Program which is based on GIS information it maps the potential of a certain area and identifies an anchor project that can enable the construction of adequate infrastructure, for the transportation of not only the anchor cargo that made the project viable, but also, other cargo and passengers.

The rail link between Mozambique and Malawi has already been built and modernized through Direct Foreign Investment On Beira Corridor .We are also investing on the rail and Port with a view to finally improve efficiency and competitiveness in the transport and handling of national and regional cargo . I would like to invite the Private Sector present in this room and other potential financiers to invest in those corridors in the region, and in Mozambique. Particularly, now- as opportunities do not last forever.

*Thank you for your attention.*

Her Excellency Dra. Manuela Joaquim Rebelo



## SPEECH BY LLZ©2022 PLATINUM SPONSOR THE EXECUTIVE MANAGING DIRECTOR OF CORNELDER JAN DE VRIES.

*Your Excellency, Mr Frank Tayali, Minister of Transport and Logistics, Government of Zambia.*

*Your Excellency, Mrs Manuela Rebelo, Deputy Minister of Transport and Communications, Government of Mozambique.*

*Esteemed guests. All protocol observed.*

It is a great honor to speak here at the opening ceremony of the 2022 Land Linked Zambia Conference.

This is our first conference in a very long time, and we hope it signifies a new beginning of approximation after 2 years of distancing.

Today, I represent Cornelder de Mocambique Port Operator of the Container and General Cargo Terminals in the Port of Beira.

Zambia is a key market for us. With our Port being the nearest, Beira is a key Corridor for Zambia, a country spoilt for choice when it comes to ports!

We would love to be the only Corridor for Zambia, but also believe in the power of competition. Competition keeps all of us sharp and forces us to look for continuous improvement.

For Zambia, it is essential to have multiple options to ensure trade can flow smoothly, no matter what!

Contingency planning is key, and the last years have been proof of that.

At the start of 2020 we were optimistic. In Beira we had just overcome the impact of Idai, the most destructive cyclone ever to hit our continent, and were about to start on construction projects that would rebuild, expand and improve Port our Infrastructure.

But in March that year, the deadly Coronavirus (COVID-19) reached our continent and has ever since dominated decision making for both governments and private companies.

How to keep a Corridor and a Port running when travel is not allowed, when contact must be avoided?

How to safely load a ship, receive trucks from foreign countries, exchange paperwork during a deadly pandemic?

Contrary to some other Ports, the Port of Beira did not stop a single day due to Covid.

We did not stop essential national cargoes, nor did we stop any cargo transiting to our hinterland.

The Borders of Mozambique were never closed for the transport of goods, as closing would mean disaster for our neighbors.

But it was challenging. A Port is in continuous development and requires continuous maintenance.

Spare part factories closed down and could not supply on time.

International specialists could not or would not travel.

As a result some of our complex machineries remained unavailable for long periods and expansion projects had to be placed on hold.

But every crisis also brings with it opportunities and we have grabbed those with both hands.

Digital Innovation was essential to overcome the challenge of the pandemic.

Before 2020 many of our internal and external workflows required physical paperwork and direct interaction with people.

However, in February 2020, we saw the writing on the wall and decided on radical change- to digitalize all our interaction with our customers.

But doing this when our usual international system suppliers could not travel, forced us to look for local solutions.

We assembled an internal team of Mozambican software developers that- within two months- developed, tested and deployed an online customer portal that enables our customers to deal with all payments, documentation and service requests without setting foot in our offices.

This system has now been working flawlessly for nearly 2 years, with over 400 customers, and has processed the administration of over 10 million tons of cargo.

Without the Pandemic, we would have looked to Europe, Asia or the USA to sell us a solution.

We have learned our lesson and will not stop.

The development team has not been disbanded after completion. Has been increased, it so we can tackle the development of new systems.

The OCR systems to automate the registration of cargo upon arrival in the Port supposed to be sourced from overseas, but we have taken this in house.

We've licensed key technologies that allow us to develop software and systems in-house, that is better suited to our local challenges.

I am proud to say that since last week, containers entering and exiting the Port have their security checks done using handheld devices running Cornelders internally developed software called C-Gate.

**SPEECH BY LLZ©2022 PLATINUM SPONSOR  
THE EXECUTIVE MANAGING DIRECTOR OF CORNELDER JAN DE VRIES.**

It uses Artificial Intelligence to read license plates, container numbers and driver ID's automatically.

In the second half of this year, this will evolve into a system integrated with our customer portal and our externally sourced Terminal operating system Navis N4.

C-Gate 2.0 will allow our customers to book a truck visit online, and have it move through all stages in the terminal without anyone having to type another word. All checks are done automatically using handheld cameras and camera portals running on our own platform, providing a massive improvement in efficiency, as well as security in the Port.

So the Pandemic has not only brought bad things, but enough is enough and we hope that the Omicron variant will turn Covid 19 into an endemic disease without massive casualties and restrictions of economies.

In logistics, however, the effects of Covid will still be felt for quite some time.

Thanks to the Pandemic we are currently living through a container crisis that has crowned shipping lines kings of the world.

“Zambia is a key market for us. With our Port being the nearest, Beira is a key Corridor for Zambia, a country spoilt for choice when it comes to ports!”

-Jan De Vries, EMD, Cornelder

Increase of consumer goods spending in western markets have increased shipping demand from Asia to the west at a time when shipping lines reduced capacity.

Therefore, shipping rates have gone through the roof, and lines now consider Africa as a fringe market that can fight over scraps in capacity.

Ports in the region all have cargo waiting to be shipped, and imports take twice as long as in the past. Shipping lines dictate who is allowed to export and who is not, not only depending on how much you want to pay but, for some, also what other services you want to give to them such as forwarding or land transport.

Short term, this means that we struggle with congestion for general cargo terminals as, cargo is suddenly loaded on traditional and slow vessels that keep berths occupied.

For example, per day, we can load 30,000 tonnes of copper that is pre-packed in containers on a ship, while it's only 3,000 tonnes of loose bundles, meaning ships stay longer on quay for the same quantity of cargo handled.

The general cargo congestion will pass with return to containerization and port investments, but long term implications are also important.

We should all collaborate, to ensure that control of the entire supply chain will not be dominated by a single actor as this will damage local transport industries, It also risks Land linked countries being less spoilt for choice in the future!

Let us, during the next two days, debate how we can make our regional logistics more competitive. Let the various Corridors compete for the prize of being Zambia's most important link to the international trade network.

Beira will stake its claim. We provide the shortest and fastest route to the sea for Zambia.

Due to cyclones, we learned to build resiliently, ready for climate change.

Due to the pandemic we learned to develop local technical capacity so we can adapt to whatever change might come.

In 2022, after cyclones and pandemics, we will accelerate our plans to improve port capacity on both our general cargo and container terminal by building new infrastructure, acquiring more handling equipment and making our systems and processes ever more efficient.

If all corridors equally strive for continuous improvement in the coming years, I am sure that for Zambia, being a land locked country will truly transform into being a land linked country.



-Jan De Vries, EMD, Cornelder

## TOUR OF STANDS BY THE GUEST OF HONOR.

Shortly after the Minister of Transport and Logistics, Hon. Frank Tayali officially opened the event. He and his delegation, and that of the Deputy Minister of Transport- Mozambique, toured stands, and had conversations with all exhibitors. Pictures of this tour are shared here:



The LLZ©2022 chief officiating officer, Hon. Frank Museba Tayali (in black) flanked by Mozambique Deputy Minister of Transport and Communications, Dra. Manuela Joaquim Rebelo (in pink) tour stands set up by plethora of exhibitors at the Mulungushi International Conference Centre



## CONFERENCE OUTLOOK

The event attendance was great, with about 70% of the participating delegates coming from the Transport and logistics sector. Of this 70%, 20% were our international delegates.

The manufacturing and distribution sectors made up 20% of the attendance, while the remaining 10% consisted of other sectors.

With the LLZ event being an annual event, it stands a better chance to attract an even greater number next year, with hope of attracting participation from different sectors than it did in 2022.



# Land-Linked Zambia

A transport and logistics event  
24 & 25 Feb 2022

Next LLZ© Edition  
**23 & 24 March 2023**

- 1: Mandeep De Brito following deliberations.
- 2: Hon. Frank Tayali (I) is welcomed at the Mulungushi International Conference Centre (MICC)
- 3: Delegates register on arrival at the MICC

- 4: Delegates following deliberations
- 5: Permanent Secretary in Zambia's Ministry of Transport and Logistics, Mr. Fredrick Mwalusaka joins traditional dancers in a dance
- 6: Speakers and other delegates to the conference pose for a picture inside the MICC



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## DELIBERATIONS

As the Hon. Minister and his entourage, among others, toured stands at this transport and logistics event, deliberations went on in various sections of the conference venue:

### Key note

*The first ever edition of Land-Linked Zambia – a transport and Logistics conference and exhibition took place from 24-25 February 2022 at the Mulungushi International Conference Centre (MICC) - organised by Africast Zambia under the patronage of the Zambia Ministry of Transport and Logistics. The conference attracted over 335 registered delegates from 9 countries (Botswana, Malawi, Mauritius, Mozambique, Namibia, South Africa, Tanzania, Zambia and Zimbabwe). About 70% of delegates were from the Transport and Logistics*

*sector while 20% were from the Manufacturing sectors. The conference attracted dozens of organisations including sponsors, exhibitors and event support partners. It was opened by the Hon. Frank Tayali, Minister of Transport and Logistics, Zambia with Hon. Manuella Joaquin Rebello, Deputy Minister for Transport and Communications, Mozambique speaking at the opening.*

Delegates noting down key points as deliberations ensue



## Day 1 Plenary and Workshops

24<sup>th</sup> February, 2022.

Morning Sessions.

### Plenary 1 : Ports and Cross-Border Facilitation

With the Opening Ceremony concluded, delegates participated in a series of Plenaries and Workshops over the next two days. Four workshops were structured to follow the main plenary on Ports and Cross Border Facilitation. These delved deeper into the topic and gave participants an opportunity to learn more and engage with the panelist.

Partnerships can make a Land-Linked Zambia a reality. The event attracted dozens of partners and stakeholders. The opening plenary afforded some of the key partners a chance to provide statements.

The Chief Executive Officer (CEO) of Cornelder, Jan De Vries said it was an honour to speak at the event and hoped that this event would be the start of many.

He said that Zambia is a key market for Cornelder, and with the Beira Port being the closest port to Zambia, it is a key corridor for the country. By leveraging its corridors, especially Beira, he said, "Zambia can transform from a land-locked to a Land-Linked country".

He expressed delight at the competition Cornelder was facing in the region, citing it as necessary for Cornelder's improvement. The COVID-19 pandemic dominated most of the decision making of the business and posed numerous shipping and export challenges.

Fortunately, not once did the business close because challenges were overcome by sourcing local solutions and through digital innovation.

The company assembled a team of Mozambican software developers who in two months, developed and deployed an online customer portal enabling access to the port's services without stepping foot on-site. The port is expanding the digitalized system to service more customer needs and improve efficiency.

Meanwhile, Mr. George Chinganya of SGC Ltd. said the transport and logistics industry is one of the most important sectors in Africa and provides support to other sectors such as agriculture and mining. Also, that it is key for the growth and rejuvenation of the SADC region. He said, "This event has thus brought together like minded people from different sectors in the region to build collaborative relationships and increase business capacity and opportunities". He described the conference as the beginning of massive growth in the sector. The conference should address, he said, challenges related to high transport costs for Oil Marketing Companies operating within 'landlocked' countries like Zambia. He revealed that SGC and Stanbic Bank had partnered to support the transport industry through provision of vehicle asset financing to bring security and stability to players in the transport industry.

The Marketing Manager of Tanzania Ports Authority (TPA), Lydia Gladys Mallya reaffirmed TPA's commitment to ensuring Zambia's continued enjoyment of the benefits of using the Dar-es-Salaam port. Dar-es-Salaam port currently has the highest volume of all cargo Zambia imports and exports. She informed delegates that the port was expanded to increase operations and to service larger tonnes of cargo. She expressed gratitude at the business Zambia was giving the port and encouraged delegates to do business with the Tanzania Port Authority. A number of workshops were held simultaneously after the opening plenary.

## Workshop 1

### Spoilt for Choice: Competitive Transport Corridors for Zambia

The workshop's Moderator and Mpulungu Harbour's Managing Director, Dominic Bwalya informed delegates that this workshop was aimed at providing a clearer understanding of what is needed to unlock the corridors. He introduced the speakers, Jan De Vries, Barrytone Kaambwa of the Zambia Ministry of Transport and Logistics (MTL)- and James Kaposu (Walvis Bay Corridor Group Business Development Manager) who were panelists for this workshop, and encouraged active participation during the workshop.

James Kaposu of the Walvis Bay Corridor Group stated that Namibia has two state owned ports namely, Luderitz and Walvis Bay; with the latter situated in the western part of the country- being the busiest of the two. He mentioned that the ports handle break-bulk cargo ranging from vehicles, bagged sugar, salt, granite, marble and other building materials. Containerized cargo with food stuff, mining chemicals and other related products, machinery and timber are also handled at the port.

Explaining further, James Kaposu informed delegates that border improvements including operationalising back-up generators, improving network connectivity and pre-clearance systems; and allowing entry of individuals with COVID-19 vaccination certificates into Namibia, were made to improve efficiency at the borders even during the pandemic.

"We want to move trucks quickly. We don't want cargo to spend a lot of time at the port," he stressed and assured delegates that the Namibian Port Authority was able to handle anything. He encouraged the Zambian

Side to adopt the Namibian model of allowing individuals with vaccination certificates entry into the country without retrain.

Jan De Vries of Cornelder gave a brief overview of Beira, a strategically located city in the central part of Mozambique. He said the Beira port has both rail and road connectivity, though the government run the rail line transportation. Additionally, there will soon be two routes into Zambia, and Beira Port is the shortest route to use. He added, "Currently, a lot of copper from Zambia passes through the Beira port although containers are currently in short supply. Efforts are in place to improve the infrastructure at the port, to meet the demands and withstand certain calamities such as cyclones caused by climate change. This year, the port hopes to process more general cargo, and that trucks can get through as quickly as possible without delays. The handling of equipment at the port has also been improved and plans are in place to expand the yard to make it more accommodative". Furthermore, he said, Cornelder is still expanding its digital innovation to help it deliver in a more efficient way to customers.

Mr Barrytone Kaambwa of Zambia's Ministry of Transport and Logistics (MTL) defined a transport corridor as a route cargo is programmed to use.

Most transport corridors originate from countries with a coastline and relate to trade routes. While Zambia's corridors are with neighbouring countries, it trades mostly with countries far beyond - "We need to encourage trade among African countries" he implored. The state of infrastructure has a lot to do with choice of corridor for cargo. "If a port is efficient, the ship and truck turnaround will be faster," he added. Security and tariffs also act as a factor in determining the choice of a transport corridor. Non-tariff barriers such as police checkpoints, petty thefts, and tempering with cargo also make an impact. The conference noted that, all the transport corridors in the sub-region pass through Zambia, and this is a great advantage to the country. It is important for government to improve infrastructure in this sector. Local authorities need to take advantage of this by providing services along the routes. He bemoaned the lack of sector specific products by the financial sector and encouraged them to develop products that target the transport and logistics sector. Also, he pointed out that, regulations need to be implemented and elements such as toll fees be harmonised across countries.

--Panelists take questions as deliberations unfold

James Kaposu –Walvis bay Namibia(L)  
Barrytone Kaambwa–Ministry of Transport and Logistics Zambia (M) Jan De Vries – Cornelder(R)



**Spoilt for Choice: Competitive Transport Corridors for Zambia (contd.)**

**Key note 5**  
*LLZ 2022 encouraged the harmonisation of policies in countries as this negatively affects transporters. There is need to harmonise customs related issues, border management issues, and competition and investment regulations, etc.*

During the ensuing open forum, delegates noted that the Walvis Bay Corridor Group is a marketing tool for the Walvis Port. The Walvis Port presents great opportunities especially for goods coming from America and Europe. The port is efficient and ships were birthed upon arrival. Pre-COVID-19, Walvis Bay Port received weekly calls from the east, but this schedule has since been disturbed. It takes 30-45 days for a ship from the east to reach Walvis Bay Port. The port is now seeing a return of ships hopeful that by the end of the year, things will improve. Despite the Livingstone-Sesheke Road being in a bad state, delegates were elated that the Zambia Government has provided assurances that the road would be worked on soon. In terms of lack of interest by the financial institutions in promoting products that target the transport and logistics sector, the conference noted that stakeholders should lobby the Ministry of Finance on how best Financial Institutions would be brought on board to provide products that target this sector.

On priority areas regarding transportation corridors, it was noted that the choice of transportation corridor should be determined by the volumes and infrastructure in place. Generally, a cost benefit analysis would be done before a priority corridor is picked.

Cornelder hopes to see more rail usage to the Beira port as it is faster, efficient and can accommodate bulk cargo. Mozambique is being lobbied to invest more in rail infrastructure, and Zambia is encouraged to do same. A Mozambican official gave assurance that the rehabilitation of Machipanda line would be completed in the 1st quarter of 2023 and hoped to get information from his Zambian counterparts concerning the Chipata-Lusaka and the Kafue lines, as well as consideration of a potential dry port in Nacala. Regarding Government policy on PPPs in the rail sector, the Government of Zambia is yearning for PPPs and delegates were encouraged seize the opportunities when they arise.

- Speakers at the conference churn out information
- 1: Dominic Bwalya-Mpulungu Harbour
- 2: James Kaposo-Walvis Bay
- 3: Jan De vries-Cornelder
- 4: Barrytone Kaambwa- Ministry of Transport and Logistics



## Workshop 2 Cross-Border Trade Facilitation between Zambia & its Neighbouring Countries

The workshop's Moderator and Managing Director of Satwant Transport, Mandeep De Brito, emphasised that this workshop would unpack Government and other stakeholders' efforts aimed at easing movement of cargo through transit countries and making border posts more efficient. He introduced the presenter, Engineer (Eng.) Emmanuel Sampa from Zambia's Ministry of Transport and Logistics and encouraged active participation.

Eng. Emmanuel Sampa underscored the need for Zambia to transition its transport corridors to economic corridors. He said the Government would prioritise the use of ports with the most benefits, especially low non-tariff barriers. Speaking about government efforts to upgrade transport infrastructure, Eng. Sampa said Government had embarked on a robust exercise to upgrade and maintain roads and transform border points into one-stop border posts. He acknowledged the fact that although transport infrastructure is being worked on, the road network in several parts of the country is still in poor condition, hence the use of PPPs to maintain roads.

### Key point 4

*The conference called for a comprehensive assessment of the transport sector and logistics value-chain needs in Zambia and the sub-region.*

- 1: Delegates share notes as Deliberations unfold.
- 2: Delegate follows the Deliberations.
- 3: Delegate captures moments at the conference
- 4: Eng. Emmanuel Sampa- Ministry of Transport and Logistics.
- 5: Benson Tembo - Secretary General at PTAZ (Petroleum Transporters Association of Zambia)



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From left to right - seated (Cornelder Chief Executive Director) Jan De Vries, Her Excellency Dra. Manuela Joaquim Rebelo (Deputy Minister of Transport and Communications Mozambique), Hon. Frank Tayali (Minister of Transport and Logistics), Lydia Mallya (Business Support Manager, Tanzania Port Authority) Fredrick Mwalusaka (Permanent Secretary of the Ministry of Transport and Logistics)

## Workshop 3

### Sustainable Freight Railway Systems for Africa: Zambia's Multi-modal and Railroad Potential

The Managing Director of Zambia Railways Limited and Moderator for this workshop, Eng. Fred Mwila, welcomed delegates for the third workshop and introduced panelists. The workshop started with a video illustrating how indispensable the railway system was to Zambia. He explained that multimodalism is the 6th mode of transportation apart from rail, road, air, water and pipeline. As such, he emphasised the need to look at the current infrastructure in Zambia and consider improvements to make it more efficient.

Lubinda Sakanga of the Southern Africa Railways Association (SARA) explained that SARA was an association of all railway stakeholders in the SADC region. The association advocates for rail policies across SADC countries to enable regional integration and trade by providing the necessary technical support and advisory to countries. He indicated that sustainability in the Transport and Logistics sector is most achieved through rail and multimodal inputs.

SARA has, therefore, started engaging ports in the region with other stakeholders to create synergies. "We hope to create an interface between Zambia Sugar and salt companies in Botswana, among others, as an example" he added. Corridor competition is very important, and it mostly helps the rail transport sector. It is important for Zambia to realise the benefits from several sources. For instance, "How is Africa capturing the transit status of Zambia?" he asked. It is essential to create high efficiency between the rails, port and lines especially that every delay costs operators thousands of dollars. He implored delegates to also consider partnerships with Zambia Railways by buying wagons as opposed to trucks. It is important for delegates to seize the many opportunities in the railway sector. He stated that it was important to have the railway system becomes more customer centric to enable stakeholders to appreciate the services provided. It is also recommended that the Government of Zambia, and stakeholders, also harnesses opportunities regarding branch lines.

#### Key point 6

*It was noted that the COVID-19 pandemic has made Governments realise the importance of cargo and the utilisation of this service to stimulate interest in the transport sector. To this end, the conference praised the Government of Zambia for its policy directive to have at least 30% cargo to be transported by rail. The conference encourages more implementation support for SI NO.7 of 2018 and enforcing the policy on cargo on rails. Additionally, making KKIA an aviation hub can be effectively achieved through a strategy of making it a cargo hub for the sub-region with capability towards achieving a multi movement of cargo. Zambia needs to be marketed well to achieve this, and the Government must lead this charge.*

Speakers make their points during a session

- 1: Bruno Shing'andu (TAZARA)
- 2: Sakanga Lubinda, Southern African Railway Associations (SARA)
- 3: Fred Mwila, Zambia Railways



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**Sustainable Freight Railway Systems for Africa: Zambia's Multimodal and Railroad Potential (contd.)**


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“Corridor competition is very important, and it mostly helps the rail transport sector. It is important for Zambia to realise the benefits from several sources”.

-Lubinda Sakanga.  
SARA Director Operations.

Regarding the environment and pollution, there should be an interface with other stakeholders, as opposed to only checking the rail sector. The rail sector is very cost-effective and its ability to carry bulk cargo reduces pollution and waste per capita. Delegates and their companies were encouraged to be stronger links in the regional corridor logistics chain. As the private sector, he said, it is important to note that “Zambia Railways Limited cannot do without your loading and offloading”. We need to market rail transportation because it has a lot of benefits such as railways carrying large bulk cargo, and it has constantly been proven that rail transport is cost effective. “Railways are indispensable.” said Mr Sakanga.

Chris Chipimo of the Ndola & District Chamber Of Commerce & Industry (NDCCI) was elated that the government has added logistics to the Ministry of Transport. Transporters worry about the most efficient corridor to use and it is actually an advantage to have several choices. “I wish we stopped calling Zambia a landlocked country – we are a Land-Linked country!” he emphasised.

He bemoaned the neglect of the rail transport system over the years in Zambia. To enhance it, he proposed a need to connect Zambia Railways Limited lines to Chililambombwe, Northwestern Province, Chanida to Nacala and the Katima Mulilo project. There is also a need to consider dry ports along the way to promote efficiency.

The private sector in Zambia and her neighbouring countries must collaborate more.

David Chimfwembe, Chief Executive Officer at Zambia Cargo and Logistics Limited (ZACL), formerly MOFED Tanzania Limited informed delegates that he is managing a depot a few kilometres from the port in Dar-es-Salaam. The depot offers shipping, clearing and forwarding, among other services, to clients and hopes to replicate some services and infrastructure in Eastern and Western Provinces. He stated that he was aware about a plan to build a rail line from Chipata to Serenje and was very ready to seize the opportunity.

It was recommended that Zambia needs two common user freight stations so that competitors can also use those stations to reduce overall costs of doing business in the sector. He highlighted the importance of collaboration with the private sector, for them to provide financial bridges to smaller entities to be able to take advantage of all the opportunities available. Delegates were encouraged to take advantage of the current opportunities to engage with ZACL.

The Managing Director of Tanzania-Zambia Railway Authority (TAZARA), Bruno Ching'andu said he was elated when President Hakainde Hichilema mentioned the word Land-Linked during an interaction with the United Bank of Africa owner recently.

**Sustainable Freight Railway Systems for Africa: Zambia’s Multimodal and Railroad Potential (contd.)**

This gave stakeholders the impetus to reflect and act on making this a reality. In order to be collaborative, it is important that the railway sector is efficient. The history of TAZARA will be meaningless without the momentous agreement between Zambia, Tanzania, and China in 1968. The resulting infrastructure was enormous 1,860km of track managed by TAZARA. With most of the equipment available for the private sector to move its cargo, TAZARA is a vital spoke in the wheel for regional corridors connectivity with the ability to move cargo from Cape Town to Dar-es-salaam. This capacity is available for the SADC, EAC, COMESA and Great Lakes Regions.

TAZARA has made some logistical improvements in recent years and has seamless operational connectivity with ZRL. Overall performance has improved to about 480,000mt aiming for 2,000,000mt in 5 years. TAZARA also has access to the ROVOS rail aimed at promoting tourism from Cape Town to Dar-es-Salaam. He bemoaned the lack of attention to railway transport by African Governments, but was encouraged by recent Government support which is allowing TAZARA and other players to collaborate more with the private sector.

**Key point 8**

*The conference called on the Government and stakeholders to accelerate infrastructure development projects in Zambia and the sub-region. Expanding the rail system in Zambia to connect Zambia Railways lines to Chililambombwe, North-western Province, Chanida to Nacala and the Katima Mulilo project is essential. Dry ports and freight stations that are commonly used need to be developed so that competitors can also use those stations to make the sector more cost effective and promote its efficiency. Stakeholders are encouraged to think ahead concerning the construction of the Kafue Line and Chipata-Lusaka lines, while considering the need for a dry port at Nacala. Infrastructure projects shouldn't just target urban areas, but equally the rural areas as well. The private sector in Zambia and her neighbouring countries must collaborate more to make this a reality.*

- 1: David Chimfwembe–ZAMCARGO
- 2: Chris Chipimo–Stainweg Shipping
- 3: Speakers during and after delivering notes on sustainable rail systems for Africa. (i) Fred Mwila (ii) Lubinda Sakanga (iii)Chris Chipimo (iv) Chimfwembe David & Bruno Ching'andu



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## Workshop 4 Transforming Kenneth Kaunda International Airport (KKIA) into an Aviation Hub

“Government has provided policy direction and is currently reviewing regulation to address gaps in a bid to transform KKIA into a regional aviation hub.”

Paul Mulola  
Acting Director Transport - MTL

This workshop was moderated by Mr. Phestos Musonda, President and Chairperson of the Sub-Saharan Gemstone Exchange in Zambia. He introduced the panelists and encouraged all delegates to participate in the engaging discussions after the presentations.

Paul Mulola, Acting Director Transport, Ministry of Transport and Logistics said the Government has provided policy direction and is currently reviewing regulation to address gaps in a bid to transform KKIA into a regional aviation hub.

Highlighted in his presentation, was that transport played a critical role in facilitating Zambia’s development process in economic and social sectors. Government’s zeal to develop the aviation sector emanates from Vision 2030 whose goal is to make Zambia a middleincome country by the year 2030. The Managing Director of Zambia Airports Corporation Limited (ZACL), Maggie Kaunda stated that the Government has gone all out to invest in the aviation sector to spur growth.

She said \$1 billion was spent to improve infrastructure as witnessed by the commissioning of the new KKIA airport terminal in 2021. Zambia sits in a strategic geographical location which enables it to easily become an aviation hub.

Its stable political system, investment security, investment guarantees, ability to repatriate 100% of profits, and no exchange controls, gives it the competitive edge over neighbouring countries. She cited lack of tourism infrastructure, expensive fees to tourist destinations, stringent visa requirements and travel restrictions due to COVID-19 travel requirements as challenges that can negatively impact the aviation industry and Zambia’s dream of becoming the aviation hub in the sub-region.

According to Captain Josias Walubita, Director Ground and Flight Operations at Proflight, Zambia missed an opportunity in the early 90s to cement its place in the aviation industry. It had the best airline providing flights to India, Europe and America besides possessing a strong regional network.

Panelists take charge and make their points on transforming KKIA into an aviation hub.

- 1: Paul Mulola  
Acting Director Transport - MTL
- 2: Mr. Phestos Musonda – Subsahara Jemstone Exchange (in-blue suit) moderates a session on transforming KKIA into an aviation hub
- 3: Maggie Kaunda, ZACL (Zambia Airports Corporation Limited).



**Transforming Kenneth Kaunda International Airport (KKIA) into an Aviation hub**

“Data on cargo exports showed increased horticultural and floricultural products to and from the Middle East and UK; increased Intra African Trade between SADC countries; and increased use of e-commerce.”

-Jonathan Lewis  
MD Nac2000

However, mismanagement, a weak economy and liberalisation necessitated a liquidation of the airline. He said, “the opportunity is, however, here again and this time with improved and exciting infrastructure”. He emphasised the need for efficiency, reduction of business costs and concerted efforts among stakeholders in seizing the current opportunity if KKIA is to become an aviation hub.

Jonathan Lewis, Managing Director, NAC2000 on what was needed to make KKIA an aviation hub, said the focus should be on the multi movement of cargo as well as marketing Zambia and KKIA to the rest of the world. He acknowledged the fact that infrastructure had already been upgraded, and that the new airport terminal was well prepared to handle bulk cargo and the movement thereof. Aviation is the way to go to move goods around as it is faster and return on investment is quicker. He said, data on cargo exports showed increased horticultural and floricultural products to and from the Middle East and UK; increased Intra African Trade between SADC countries; and increased use of e-commerce.

**Key point 12**

*Participants noted the enormous investments made, overall, in the transport and logistics sector. The conference applauded the government for investing over \$1 billion to improve infrastructure as witnessed by the commissioning of the new KKIA airport in 2022. It is time to stop calling Zambia a landlocked country but instead, a Land-Linked country!*

1: Josias Walubita– Proflight  
2: Jonathan Lewis, NAC 2000



# HIGHLIGHTS

## Key Note 9

LLZ 2022 underscored the need for Zambia to transition its transport corridors to economic corridors. Zambia is at the centre of the region and there is a need to take advantage of the opportunities of being a Land-Linked country through the various corridors. It needs to open up through investment in land and rail transport.



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- 3: Delegates at the conference, connect on the sidelines of deliberations
- 4: Folk artist, James Sakala entertains delegates
- 5: Delegates dish their best during a cocktail hosted in their honour
- 6: LLZ©2022 organisers (A-Team, centre) mingles with delegates at a cocktail event at Pamodzi Hotel
- 7: A traditional dancer takes to the stage

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## Day 2 Plenary and Workshops

25<sup>th</sup> February, 2022.

Morning Session.

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### Plenary 3: Partnerships and Financing

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The second day of the maiden edition of Land-linked Zambia saw a packed programme with a number of plenaries, workshops, exhibitions, networking sessions and interactions. The main plenary was on Partnerships and Financing, while five workshop sessions delved deeper into this topic during the day.

Public Relations Manager of Zambia Railways Limited, Caristo Chitamfya introduced Ireen Musonda-Habasimbi from the Public Private Partnership Department (PPPD) and Calvin Habasonde from the Bank of Zambia to the delegates as moderators for the morning workshop sessions.

Ireen Musonda-Habasimbi stated that it is important to do things with a partner. Her workshop on the Triple P's That Work would give adequate information as to why the governments need Public Private Partnerships. She concluded that, "we have some fiscal challenges. It is therefore important to encourage triple Ps because the private sector brings to the table, finances and requisite expertise".

Calvin Habasonde encouraged delegates to join the workshop on Feasible Financing Structures and Key Principles for the Local Transport and Logistics Sector because money matters. He stated that, in order to promote economic activity, it is important for stakeholders to know about risks and information about access to finance.

## Workshop 5

## Triple P'S that Work!

“Road projects, mass railways, inland ports, bridges, airports and provincial aerodromes are some of the opportunities in public private partnerships the country is seeking.”

-Jessica Mwiinga Choombu,  
Director of Investments - ZDA

Jessica Mwiinga Choombu, Director of Investments at the Zambia Development Agency (ZDA) informed delegates that the mandate of the ZDA is to promote investments in Zambia. For a country to achieve economic development, it is important that it invests in transport infrastructure. Zambia is at the centre of the region and it needs to take advantage of the opportunities of being a Land-Linked country through the various corridors. “We need to open up!” She said. There is a need to invest in land and rail transport. She informed delegates that road projects, mass railways, inland ports, bridges, airports and provincial aerodromes are some of the opportunities in public private partnerships the country is seeking.

The Zambia Development Agency has a number of running projects such as the Nseluka-Mpulungu railway system, Livingstone-Kazungula-Sesheke railway system and the Solwezi-Sakambinda (Kolwezi) road project. Pipeline projects such as the Kasomeno-Mwenda toll road and bridge project, Mchinji railway and North West rail project are also in the works. She emphasised that the renovation of the Mpulungu Harbour also provides another opportunity for private investors.

The Government recognizes the importance of the private sector, hence the protection of Public Private Partnerships in the Zambia Development Act.

In response to various questions that ensued, Jessica Mwiinga Choombu, Director of Investments at ZDA stated that Zambia was in a hurry to open herself to more markets, but a lot also relies on bilateral agreements signed with neighbouring countries.

She said that what might be a priority to one party at a particular time might not be a priority to another at that particular time, and agreed that certain pipeline projects have been delayed due to this.

Despite being strategically located, it is cardinal that Zambia maintains good working relations with her neighbours. This will help to ensure that bilateral agreements are strengthened such that during negotiations, partners will understand the importance of such projects. She added that, there were 24 Public Private Partnerships signed so far but only 14 of them were functional.

Delegates were informed that the Kasumbalesa Border Post was one of the initial PPPs projects in Zambia and has largely been successful. For triple Ps to work, political will and good legal frameworks are very important. It is, thus, encouraging to note that people are slowly understanding what PPPs are about.

Mr. John Mumba, the Chairman of the Zambia Customs and Forwarding Agent's Association (ZCFAA) presented the perspectives of the private sector regarding PPPs. He stated that PPPs have a Legal framework through the Public Private Partnership Act No 14 of 2009.

-Jessica Mwiinga Choombu,  
Director of Investments - ZDA



Triple P'S that Work! (contd)

“China was able to raise about 1.97 trillion Yuan for its infrastructure projects through Public Private Partnerships. It’s important to note that Public Private Partnerships are advantageous as they bring about the expertise and technology that the government lacks at times. Public Private Partnerships greatly improve efficiency.”

-John Mumba, Chairman ZCFAA

The Public Private Partnerships department fell under the Secretary to the Treasury in the Ministry of Finance. He informed delegates that the projects outlined by ZDA did not only benefit and connect Zambia, but also connected other countries. It is important to learn from China concerning Public Private Partnerships. The delegates were informed that China was able to raise about 1.97 trillion Yuan for its infrastructure projects through Public Private Partnerships. It’s important to note that Public Private Partnerships are advantageous as they bring about the expertise and technology that the government lacks at times. “Public Private Partnerships greatly improve efficiency.” he said. He reminded delegates of how 4 toll gates in Zambia constructed through a Public Private Partnership were able to raise 2 billion Kwacha.

It is important to encourage triple Ps as they enable risks to be appraised early, return on investments and improved efficiency achieved, to mention a few. Despite the advantages of triple Ps, delegates were informed that lack of transparency, increase in costs and delay of project completion, for example, would hinder the success of triple Ps if not handled well.

In response to various questions that ensued, John Mumba, the Chairman of ZCFAA, asked people to call a spade a spade.

He said, while the law was enacted in 2009, it has not been fully operational due to lack of political will. He gave an example of the Lusaka-Ndola road which has seen a significant reduction in pricing because of the government’s approach of constructing the road through a Public Private Partnership. He expressed optimism with the Minister of Infrastructure and Housing Hon Charles Milupi MP who has kept emphasising on the need to move to Public Private Partnerships.

He submitted that in order to build capacity and get better deals in PPPs, Zambia could learn from Canada on how they created an institution to deal with PPPs comprised of government and private sector technocrats so as to enhance efficiency, provide safeguards and negotiate better. It’s important to note that triple Ps can be used to improve infrastructure and Zambia is just starting. Moreover, the country is heavily indebted hence the need to subject projects such as the Lusaka-Ndola road project to a Public Private Partnership. But processes need to be streamlined and bear in mind that the private sector’s interest is to make money. It is therefore important to have the government and private sector work together.

1–John Mumba, Chairman ZCFAA  
2–Bank of Zambia’s Calvin Habasonde during deliberations on Public Private Partnerships that work



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## Workshop 6

### Feasible Financing Structures for the Local Transport and Logistics Sector

Bank of Zambia (BOZ)'s Calvin Habasonde, the Acting Assistant Director for Regulatory Policy & Research, highlighted BOZ's role as creating and ensuring a stable monetary and financial system through monitoring the flow of resources and channeling them to priority sectors. He indicated that bank supervision processes have revealed that "the default rate in the transport sector declined from 8.6% in December 2020 to 8.4% as at December 2021". He attributed the decline to COVID-19. Sharing statistics on non-performing loans in the transport sector, it was stated that Zambia's 5.5% was very high compared to a 3% benchmark for most countries in the region when considering risky sectors banks lend to. The Agriculture, forestry, fishing and hunting sector was the most risky recording 24.6% while the electricity, gas, water and energy was the least risky sector with a 0.8% as at December 2021.

Capital contribution; collateral; cashflows; conditions and character were cited as the key components of a credit criteria for banks as he highlighted the fact that banks don't lend solely on proposal, but by how bankable one's proposal is. He further emphasised the need for borrowers to vet themselves first and research any other sources of finance before approaching banks.

In the ensuing discussions, he admitted that there were deeper structural problems, than just financing, when it comes to banks being disinterested in offering loans to transporters. Getting finance for transporters: There is hope for future regulations and policies from all stakeholders to address this meaningfully beyond BOZ only. He confirmed that external loans are captured on Balance of payments.

African Development Bank's Country Manager for Zambia, Raubil Durowoju said AfDB was cognisant of the critical role the transport sector played in the economic growth of AfDB's member countries.

That is why integrating Africa is one of AfDB's High-5 cardinal programs. He suggested that Zambia needed to be linked to its neighbouring countries to mitigate the challenge of access to market. "When the transport system is efficient, economic and social opportunities are created," he said. He, however, cautioned that large transport investments require a high level of sector expertise to avoid cost over-runs and end product low projections.

#### Key point 10

*It is important to have financial institutions on board with the need for infrastructure development. The Ministry of Finance should work with financial institutions to develop products that target the transport and logistics sector. Financing for transport and logistics events and materials should also be simple to understand and easy to administer.*

1: Zambia Railways Public Relations Manager, Caristo Chitamfya (i) leads deliberations on Feasible Financing Structures for the Local Transport and Logistics Sector

2: Mr Raubil Durowoju–African Development Bank(AfDB)



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## Day 2 Plenary and Workshops

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### Plenary 4: CTMS, Technology and the Future

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Godwin Punungwe of the SADC/Tripartite Transport and Transit Facilitation Program made a presentation on the Corridor Trip Monitoring System (CTMS). He explained that there is a need to harmonise policies in countries as it negatively affects transporters. The COVID-19 pandemic has equally taken a toll on transporters over issues of PCR testing and sanitising regulations. Apart from health related challenges, several police checkpoints and Interpol related matters also posed a challenge to the transportation sector. To address some of these challenges, the SADC/Tripartite Transport and Transit Facilitation Program has come up with a multi road transport agreement that encompasses the driver and transport system as a whole. This system ensures that the driver has correct documentation, and that both driver and crew are compliant. He was hopeful that customs would also be integrated into the system soon.

Currently, Namibia in conjunction with TRIPS and the Walvis Bay Corridor group were using the CTMS system. The traveller app can be used domestically or internationally, and will be available on android stores soon for download.

## Workshop 7

### AfCFTA and what it means to Zambia and the Region

This workshop was moderated by Obby Banda of the Zambia Development Agency. In welcoming participants, he stated that the AfCFTA connected over 1 billion people with the aim of creating a single market for Africans. This is the largest free trade area in the world!

Bessie Chelemu, Director of Foreign Trade at Zambia's Ministry of Commerce, Trade and Industry was the first to present on the topic. It is important for Zambian and Africans as a whole to understand the AfCFTA very well. She emphasised that, "this is an opportunity Zambia and Africa cannot afford to miss". Delegates were informed that issues regarding the AfCFTA dates back as far as 2012 and Zambia handed in her signed instruments on 5th February 2021. This agreement will provide a larger market and also enhance competition among member states by improving value addition and elimination of tariffs. Zambia had launched the National Implementation Strategy in 2021, with President Hakainde Hichilema stating that he was Zambia's Chief Marketing Officer for AfCFTA guided by the 3Rs - Recovery, Revive and Repair.

This will be achieved by revising the Zambia Development Bill that seeks to build institutional capacity, and provide proper national investment plans among others.

The presenter further acknowledged the energy in trying to revive Zambia's tourism sector. It is important to also note that strategies to develop to push the industrialization agenda for key sectors such as manufacturing, agriculture, aqua processing, tourism and textiles have been identified. Government's move to promote a green economy was equally important and would benefit the country. While AfCFTA will push for efficient trade facilities, it is important to track and monitor implementation of agreements by member states. Despite the benefits of the AfCFTA, reduction in revenue, high competition and high production costs, to mention a few, would pose a short term challenge in implementing the AfCFTA.

In response to questions on the many certifications Zambian manufacturing industries are subjected to, and the need to prevent Zambia from being used as a dumping place of products, the Director of Foreign Trade at Zambia's Ministry of Commerce, Trade and Industry informed delegates that in 2020, the government launched a trade portal and has all the information on trade. He alternatively encouraged them to visit the Zambia Development Agency for more details.

The Government is making sure that Zambia is not a dumping site, hence, the Border Management Bill, because, "as you implement the AfCFTA, a country's own legal framework must be right" she said. She added that Zambians usually shun local products so work by the ministry on sensitising the general public and a task force is in place to monitor the importation of goods and protect local products. The Ministry is also working on reducing the cost of doing business in Zambia, as it works closely with the Zambia Bureau of Standards and the private sector.

1

Director of Foreign Trade at Zambia's Ministry of Commerce, Trade and Industry, Bessie Chelemu, (1) delivers points on AfCFTA and as COMESA secretariat, Caesar Cheelo follows through(2)



2



## AfCFTA and what it means to Zambia and the Region (contd)

Tando Songwevu of the African Union's ECOSOCC, stated that the AfCFTA was a flagship of the AU agenda 2063. Phase 1 dealt with trade of goods and services by reducing tariffs by 90%, while phase 2 dealt with issues that are still being negotiated such as matters pertaining to copyright laws. It was important to note that due to the COVID-19 pandemic, the implementation of the AfCFTA has been delayed. It is important that post COVID-19, there must be deliberate policies to try and actualize the AfCFTA as it would eliminate poverty, create new markets, attract investments and increase economic growth.

Zambia has always been known as an agreement implementer, "may we see that political will and even develop new products for the huge new market." she added. She stated that AfCFTA, through its protocols has included women and youth and "this is something we must be proud of". There is a need to train women and youth enterprises to be able to benefit equally from the AfCFTA.

She challenged delegates to ensure that infrastructure projects don't only target urban areas but rural areas as well. She emphasised that it is important to use AfCFTA to spread the culture and arts of member countries across the continent and beyond- and when challenges are seen, it is important to use pan-Africanism and cultural diplomacy to push for integration as envisioned in the Protocol on Free Movement of Persons, Right to Residence and Right to Establishments.

In response to a question on what mechanisms were in place if AfCFTA failed to work, the presenter stated that this agreement was initiated by the founding fathers of the Organisation of African Unity (OAU) decades ago even before the European Union came into being. There are, therefore, no "backsies" nor alternatives to AfCFTA and this must be made to work.

**Caesar Cheelo** of COMESA stated that the AfCFTA had about 55 member states, and implored countries to start creating value chains to take advantage of this opportunity. AfCFTA would also provide duty free incentives for the transport and logistics sector. He informed delegates that COMESA participated in the AfCFTA framework and at member state levels. Almost all members of COMESA are members of the AfCFTA. He was elated that most delegates at LLZ 2022 were from the private sector and informed them that COMESA was enhancing digital trade through the COMESA COVID-19 Commodities Portal. He concluded that, countries need to harmonise customs related issues, border management issues, competition and investment challenges for the AfCFTA to work.

### Key point 7

*LLZ 2022 underscored the urgent need to encourage trade among African countries and applauded the coming into force of the African Continental Free Trade Area (AfCFTA). The conference emphasised the need to train women and youth so that they could benefit equally from the AfCFTA. Capacity building should also be extended to government technocrats to understand AfCFTA better, and the changes needed in the transport and logistics sector to make this happen. Zambians must be encouraged to market their cotton and other commodities- especially that the two major producers, namely Burkina Faso and Mali, are currently having stability issues.*

Tando Songwevu (1) of the African Union's ECOSOCC follows through as deliberations are made on the second day of the conference  
2: Obby Banda, Director Export Development



1



2

## Workshop 8

### Future Outlook: Climate Smart Transport & Logistics

While the transport sector is both a victim and a perpetrator of climate change, climate change is likely to damage transportation infrastructure more through higher temperatures. The negative externalities of climate change will, in turn, impact social groups who do not own vehicles. This is why there is an urgent need to employ climate smart transportation and logistics that are climate resilient and minimise the carbon footprint of the transportation sector. According to the World Bank report, the future outlook of climate smart transport should focus on 3 areas: climate resilient transport; adoption of clean, safe and efficient mass transit; and efficient and multi modal transport systems. All these, according to Lt. Col. Kennedy Simukanga (rtd) of the Zambia Chartered Institute of Logistics & Transport (ZCILT), should be coupled with developing regulation on exhaust gas emission control.

He stressed that investing in climate smart transport has great potential to promote a win-win situation that impacts all aspects of sustainability because, "If we don't invest in climate, we will reap negatively from the effects of climate change".

Sub-Saharan Africa continues to be one of the fastest growing regions globally, in terms of Gross Domestic Product (GDP) and population growth. "This growth demands several practical solutions from creating employment for a young labour force by sustainably aiding processing and manufacturing of African products in Africa," said Mari Pennanen, Chief Business Development Officer, African Ports and Corridor Holding.

"We need to do this in a smart way where we take the environmental concerns into account," she continued. She described APCH's mission as connecting hinterland demand centres to major ports with world class service providers; and investing and developing the most effective and efficient terminals to be multimodal logistics providers in Africa.

Illustrating the amount of carbon dioxide (CO<sub>2</sub>) energy emitted by transporting 1 metric tonne of cargo per kilometre by different modes of transport, she said by sea, 3 grams is emitted; railways emit 18 grams; 45 grams emitted by road; while air generates 560 grams. She emphasised that from an environmental point of view, cargo flights should be as low as possible to reduce carbon emissions. She encouraged the use of sea transport instead and suggested the use of railways compared to roads when on land. She also commended the Zambian government efforts for enacting legislation that ensures 30% of all land cargo moves by rail.

#### Key point 13

*According to the World Bank report, the future outlook of climate smart transport should focus on 3 areas: climate resilient transport; adoption of clean, safe and efficient mass transit; and efficient and multi modal transport systems. All these, should be coupled with developing regulation on exhaust gas emission control.*

*Lt. Col. Kennedy Simukanga (rtd) of the Zambia Chartered Institute of Logistics & Transport (ZCILT),*

*Lt. Col. Kennedy Simukanga (rtd) of the Zambia Chartered Institute of Logistics & Transport (ZCILT), interact with a delegate shortly after making their submissions at the LLZ@2022 conference*



## Conference Close & Summary of Key Points

The first edition of Land-Linked Zambia, a transport and Logistics conference and exhibition which took place from 24-25 February 2022 at the Mulungushi International Conference Centre (MICC), Lusaka, Zambia and organised by Africast Zambia under the patronage of the Zambia Ministry of Transport and Logistics came to an end on the evening of 25 February on a high note. Bringing the curtains to a close the Chief Host of the event, Victor Paa Kwesi Mensah of Victor & Victors Corporate Events applauded delegates for still being energised till the end. He thanks all for being good sport during the conference for the few hitches which were expected due to this being the maiden edition. All speakers and moderators were appreciated for the great presentations and discussions. Special thanks was given to all exhibitors for bringing their tools of trade and showcasing the products and services in the sector. Participants were thanked for their presence, great questions and contributions as well as the engaging network sessions. Chimwemwe Nyirenda, CEO of Africast Zambia thanked all delegates for staying through to the end. He announced to all the dates for the next edition as 23rd and 24th of March 2023 in Lusaka and encouraged all to prepare, register and participate. He also thanked sponsors and partners.

### Zambia's First of Many To Come

The first ever edition of Land-Linked Zambia – a transport and Logistics conference and exhibition took place from 24-25 February 2022 at the Mulungushi International Conference Centre (MICC) and organised by Africast Zambia under the patronage of the Zambia Ministry of Transport and Logistics. The conference attracted over 335 registered delegates from 9 countries (Botswana, Malawi, Mauritius, Mozambique, Namibia, South Africa, Tanzania, Zambia and Zimbabwe). About 70% of delegates were from the Transport and Logistics sector while 20% were from the Manufacturing sectors. The conference attracted dozens of organisations including sponsors, exhibitors and event support partners. It was opened by the Hon. Frank Tayali, Minister of Transport and Logistics, Zambia; with Hon. Manuella Joaquin Rebello, Deputy Minister of Transport and Communications, Mozambique, also speaking at the opening.

Participants at the 2022 Land-Linked Conference and Exhibition applauded the organisers and government through the Ministry of Transport and Logistics for organising this event. They applauded the high-level participation of stakeholders from government, corporate, professional bodies and governing boards, civil society and private sector practitioners in the event. Participants noted with appreciation that the government added logistics to the Ministry of Transport.

Next Year's dates for a bigger and better event were earmarked for 23rd & 24th March, 2022.

### Covid 19 & The Future

Participants underscored that the Covid19 pandemic has increased challenges in the sector and has taken a toll on transporters. The lack of uniformity in matters of PCR testing and sanitising regulations causes more stress. Apart from health related challenges, police checkpoints and Interpol related matters also posed a challenge to the transportation sector.

### SADC Cooperation & Harmonisation is Key To Success

LLZ 2022 encouraged the harmonisation of policies in countries as this negatively affects transporters. The need to harmonise customs related issues, border management issues, and competition and investment regulations, etc.

The conference called for a comprehensive assessment of the transport sector and logistics value-chain needs in Zambia and the sub-region.

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**Conference Close & Summary of Key Points (contd)**


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**Understanding and Implementing AfCFTA**

LLZ 2022 underscored the urgent need to encourage trade among African countries, and applauded the coming into force of the African Continental Free Trade Area (AfCFTA). The conference emphasised the need to train women and youth so that they could benefit equally from the AfCFTA. Capacity building should also be extended to government technocrats to understand AfCFTA better, and the changes needed in the transport and logistics sector to make this happen. Zambians must be encouraged, for instance, to market their cotton and other commodities. Especially that the two major producers namely, Burkina Faso and Mali, are currently having stability issues.

**Multimodal Zambia & Infrastructure Development**

It was noted that the COVID-19 pandemic had made governments realise the importance of cargo and the utilisation of this service to stimulate interest in the transport sector. To this end, the conference praised the Government of Zambia for its policy directive to have at least 30% cargo to be transported by rail. The conference encourages more implementation support for SI NO.7 of 2018 and enforcing the policy on cargo on rails. Furthermore, making KKIA an aviation hub can be effectively achieved through a strategy of making it a cargo hub for the sub-region with capability towards achieving a multi movement of cargo. Zambia needs to be marketed well to achieve this, and the government must lead this charge.

The conference called on Government and stakeholders to accelerate infrastructure development projects in Zambia and the sub-region. Expanding the rail system in Zambia to connect Zambia Railways to Chililambombwe, North-western Province, Chanida to Nacala and the Katima Mulilo project is essential. Dry ports and freight stations that are commonly used need to be developed so that competitors can also use those stations to make the sector more cost effective and promote efficiency in the sector. Stakeholders are encouraged to think ahead about the construction of the Kafue Line and Chipata-Lusaka lines, while considering the need for a dry port at Nacala. Infrastructure projects shouldn't just target urban areas but equally, the rural areas as well. The private sector in

Zambia and her neighbouring countries must collaborate more to make this a reality.

LLZ 2022 underscored the importance of Public-Private Partnerships (PPPs/Trippl Ps). Road projects, mass railways, inland ports, bridges, airports and provincial aerodromes were some of the opportunities in public private partnerships. While Zambia has declared that she is "in a hurry to open up" the slow pace in getting approval of projects was deplored. To this end, it is encouraged that the Lobito and Beira Corridors need to open soon. More PPP agreements should be entered into to ensure speed and completion of projects. In entering into PPPs however, government should not stop directly investing in road maintenance.

Participants noted the enormous investments made overall in the transport and logistics sector. The conference applauded the government for investing over \$1 billion to improve infrastructure as witnessed by the commissioning of the new KKIA airport in 2022. It is time to stop calling Zambia a landlocked country but instead, a Land-Linked country!

## Conference Close & Summary of Key Points (contd)

### Transitioning Transport Corridors to Economic Corridors

LLZ 2022 underscored the need for Zambia to transition its transport corridors to economic corridors. Zambia is at the centre of the region, and there is a need to take advantage of the opportunities of being a Land-Linked country through the various corridors. Zambia needs to open up through investment in land and rail transport.

It is important to have financial institutions on board, with the need for infrastructure development. The Ministry of Finance should work with financial institutions to develop products that target the transport and logistics sector. Financing instruments for transport and logistics events and materials should also be simple to understand and easy to administer.

### A Sustainable Transport Sector is the future

According to the World Bank report, the future outlook of climate smart transport should focus on 3 areas: climate resilient transport; adoption of clean, safe and efficient mass transit; and efficient and multi-modal transport systems. All these, should be coupled with developing regulation on exhaust gas emission control.



## Land-Linked Zambia

A transport and logistics event  
24 & 25 Feb 2022

Next LLZ© Edition  
**23 & 24 March  
2023**



## Land-Linked Zambia Speakers

### **SPOILT FOR CHOICE: COMPETITIVE TRANSPORT CORRIDORS IN ZAMBIA & THEIR ADVANTAGES!**

Mr. Dominic Bwalya (Mpulungu Harbor)

Mr. Barrytone Kaambwa (MTL)

Mr. James Kaposa (Walvis Bay)

Jan de Vries (Cornelder)

### **CROSS-BORDER TRADE FACILITATION IN ZAMBIA & ITS NEIGHBORING COUNTRIES**

Eng. Emmanuel Sampa (MTL)

Ms. Mandeep De Brito (Satwant)

### **SUSTAINABLE FRIEGHT RAILWAY SYSTEMS FOR AFRICA: ZAMBIAS MULTIMODAL & RAILROAD POTENTIAL;**

Mr. Fred Mwila (Zambia Railways)

Mr. Lubinda Sakanga (SARA)

Mr. Chris Chipimo (Steinweg Shipping)

Eng. Bruno Chingandu (TAZARA)

Mr. David Chimfwembe (ZamCargo)

### **TRANSFORMING KENNETH KAUNDA INTERNATIONAL AIRPORT (KKIA) INTO A LOGISTICS HUB**

Phest Musonda (Subsahara)

Jonathan Lewis (NAC2000)

Josias Walubita (Proflight)

Mr. Paul Mulola (MTL)

Maggie Kaunda (ZACL)

### **TRIPLE P'S THAT WORK! (PUBLIC PRIVATE PARTNERSHIPS)**

Ms. Ireen Musonda (MoF(PPP))

Mr. John Mumba (ZCFAA)

Jessica Chombo (ZDA)

### **FEASIBLE FINANCING STRUCTURES AND KEY PRINCIPLES FOR THE LOCAL TRANSPORT AND LOGISTICS SECTOR**

Mr Raubil Durowoju. (AfDB)

Mr. Habasonde (BOZ)

### **AfCFTA (AFRICAN CONTINENTAL FREE TRADE AREA) AND WHAT IT MEANS TO ZAMBIA AND THE REGION**

Albert Halwampa (ZDA)

Ms. Bessie Chulemu (MCTI)

Tando Songwevu (AU-ECOSOCC)

Caesar cheelo (COMESA)

### **FUTURE OUTLOOK: CLIMATE SMART TRANSPORT & LOGISTICS**

Lt. Col Kennedy Simukanga (ZCILT)

Mari Pennanen (APCH)



## List of Companies that attended the LLZ© 2022

### ZAMBIA

ABSA Bank  
 AU (ECOSSOC)  
 BHL Group International  
 Bongohive Technology  
 Bridge Shipping  
 CAMCO MOTORS  
 Coast to Coast (Clearing & Forwarding)  
 COMESA  
 DotCom Zambia  
 Ecobank Zambia Limited  
 ETG Zambia  
 FNB Zambia  
 GLAFRICA LIMITED ZAMBIA  
 GLAFRICA LIMITED ZAMBIA  
 Greatlakes Freight & Transport  
 Hill and Delamain  
 Heallt  
 Impala Terminals  
 J&J Transport  
 Juba Transport Limited  
 Kalumbila Minerals Limited  
 Light house consultancy  
 Loconav Fleet Management Solutions  
 Lusaka MFEZ  
 Maersk Zambia  
 Ministry of Finance  
 Ministry of Transport and Logistics  
 Moira Mukuka Legal Practitioners  
 Mpulungu Harbour Corporation Limited  
 NAC 2000  
 National Breweries  
 Proflight Zambia  
 ProjEx  
 Rangles Logistics  
 Road Transport and Safety Agency (RTSA)

ROLAND IMPERIAL TOBACCO COMPANY LIMITED  
 SATWANT  
 Setfocus Transport Ltd  
 SGC  
 Shelton Freight Solutions  
 Sivans Enteprise  
 Stanbic Bank Zambia  
 Subsahara Gemstone Exchange  
 TATA Zambia  
 Time Trucking Limited  
 Times Printpak Zambia  
 Trade Kings  
 Ulendo Zambia  
 Zambia Airports Corporation Limited  
 Zambia Cargo & Logistics  
 Zambia Chartered Institute of Logistics and Transport  
 Zambia Development Agency  
 Zambia Railways Limited  
 Zambian Furnace Supplies  
 Zambulk Tankers Ltd  
 ZASTI  
 ZRA

### MOZAMBIQUE

Business logistics & services Ida  
 Companhia do Pipeline Mozambique-Zimbabwe, Limitada  
 Cornelder de MoÃ§ambique  
 Greatlakes Freight  
 RBG Africa Logistics  
 RGB Servicos & Investimentos Mocambique, Lda  
 Transitex Mocambique, LDA

### TANAZANIA

Greatlakes Freight Freight LDA  
 Tanzania International Container Terminal Services

Tanzania Ports Authourity  
 Tanzania Revenue Authority  
 TAZARA  
 ZAMCARGO  
**SOUTH AFRICA**  
 CHATT Africa  
 GED Africa  
 Rangels Logistics ltd  
 SECAMA

### NAMIBIA

Walvis Bay Corridor Group

### ZIMBABWE

Nyaradzo Group  
 Southern African Railway Association

### BOTSWANA

Botswana Embassy  
 SADC

### MALAWI

Projex Group

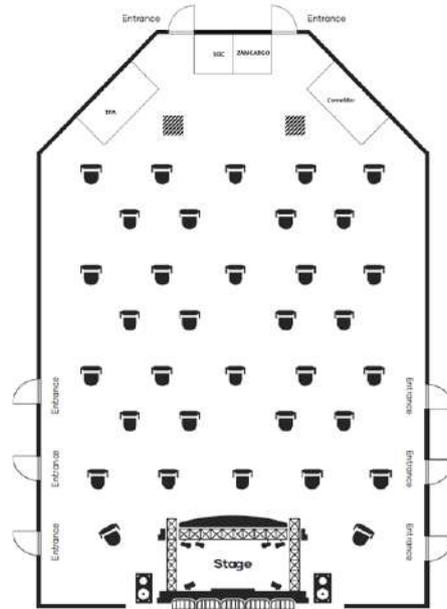
### MAURITIUS

APCHAfrica

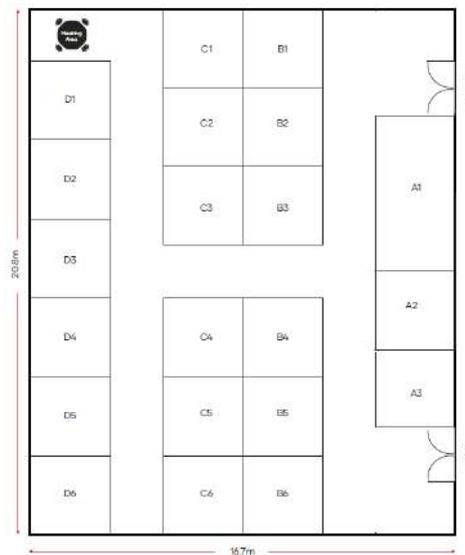
**Exhibitors List at LLZ© 2022**

- ABSA
- Bongohive Technology
- Cornelder/Beira Corridor
- DotCom
- ECO bank
- Healit
- KORRIDOR
- kwanza
- Lusaka multi facility economic zone
- Ministry of Transport and Logistics
- Mpulungu Harbour Corporation ltd
- National Breweries
- Proflight
- ProjEx
- Rangles Logistics
- Road transport and safety agency
- SGC
- Tanzania Port Authority
- TATA Zambia
- TAZARA
- Zambia Cargo & Logistics
- Zambia Chartered Institute of Logistics & Transport
- Zambia Railways

**Conference Hall Floor Plan**



**Exhibition Hall Floor Plan**



# PRE-CONFERENCE ACTIVITIES

On October 5, 2021, Africast Zambia held a breakfast meeting at Pamodzi Hotel with transport and logistics industry stakeholders.

Then, in partnership with the Ministry of Transport and Logistics and other industry stakeholders, Africast and Image Promotions launched the Land-Linked Zambia initiative in Ndola.

We were humbled to have had the Minister of Transport and Logistics, Hon. Frank Museba Tayali officially launch the initiative, and we were joined by several industry stakeholders.

- 1: Industry stakeholders listen in as the Minister of Transport and Logistics, Hon. Frank Tayali engages them during the official launch of the LLZ©2022 initiative at Lusaka's Taj Pamodzi Hotel.
- 2: Ushers at the launch venue
- 3: Hon. Frank Tayali is ushered in on his arrival at the launch
- 4: Hon. Frank Tayali addressing industry stakeholders at the launch of the LLZ©2022
- 5: Africast CEO, Chimwemwe Nyirenda, giving at the launch.
- 6: Hon. Frank Tayali, Officially launches the LLZ©2022



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## WEBINARS

As a precursor to the Land-Linked Zambia Conference and Exhibition, Africast Zambia hosted a total of two webinars that attracted well over 1000 attendees and participants from across Africa, and the world at large.

The first webinar discussed the African Continental Free Trade Agreement (Area) – AfCFTA. This topic saw attendees get graced by experts from Common Market for Eastern and Southern Africa – COMESA, the African Union –AU, the Zambia Development Agency – ZDA, among others.

The second webinar delved into dissecting issues surrounding Cross-border Trade Facilitation between Zambia and her neighbours.

Shared in the subsequent pages, are lists of attendees to the conference, as well as submissions made by the various speakers:

Webinar Topic	Confirmed Speaker	Regrets
<b>AfCFTA (AFRICAN CONTINENTAL FREE TRADE AREA) AND WHAT IT MEANS TO ZAMBIA AND THE REGION</b>	Tando Songwevu (AU)	
	Caesar Cheelo (COMESA)	
	Lubinda Sakanga (SARA)	
	Petronella Ndimbwa (ZDA)	
<b>CROSS-BORDER TRADE FACILITATION IN ZAMBIA &amp; ITS NEIGHBORING COUNTRIES</b>	Phesto Musonda (Subsahara)	
	Lydia Mallya (TPA)	
	Leticia Ferierra (Cornelder)	
	James Kaposu (Walvis Bay)	
	Benson Tembo (PTAZ)	

## Webinar 1 Reports

### Introduction

#### Some facts on AfCFTA

- Agreement establishing the AfCFTA signed at Kigali, on this 21st day of March in the year 2018
- Aims at integrating African markets;
- Acknowledges the RECs as building blocks towards the establishment of the AfCFTA;
- recognizes the importance of international security, democracy, human rights, gender equality and the rule of law, for the development of international trade and economic cooperation;
- reaffirms the right of State Parties to regulate within their territories and the State Parties' flexibility to achieve legitimate policy objectives in areas including public health, safety, environment, public morals and the promotion and protection of cultural diversity

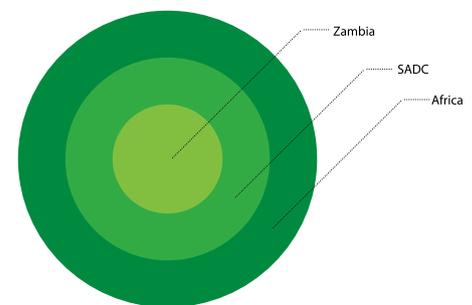


#### Some facts about Zambia

- Some facts about Zambia
- An active member of SADC and the AU;
- Land linked to 8 neighboring countries;
- Actively trading through all regional SADC Ports of Angola, Namibia, URT, Mozambique, RSA; Mozambique;
- Active and growing national transport networks including road, rail, aviation and water modes link with all 8 neighbouring countries
- PPP and Investment protection and promotion enabled economy. Back by legislation.
- Potentially the SADC transport and logistics spoke and hub for enabling trade.

#### AfCFTA - Importance of Transport for Zambia and the Region

AfCFTA aims to boost intra-Africa Trade (- free movement of persons, capital, goods and services as they are) critical for deepening economic integration, agricultural development, food security, industrialization and structural economic transformation



Sakanga Lubinda– Southern African Railway Association (SARA)

Webinar 1 Reports

**Understanding Transport vis ‘a vis Trade**

**Transport facilitates movement of products and services**

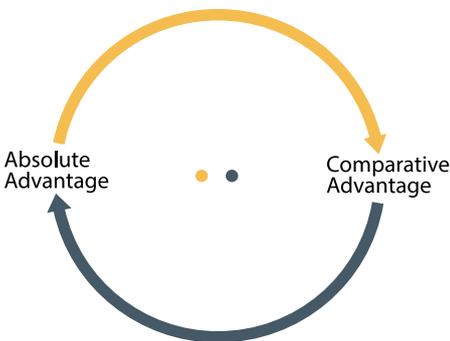
Which modes of transport is appropriate for Zambia and the Region relative to the items they are trading?

Are product and service Sources and Markets access enabled?

How are the transport modes complementing?

Is there Safety & Security in available transport modes?

What is the quality of transport services available?



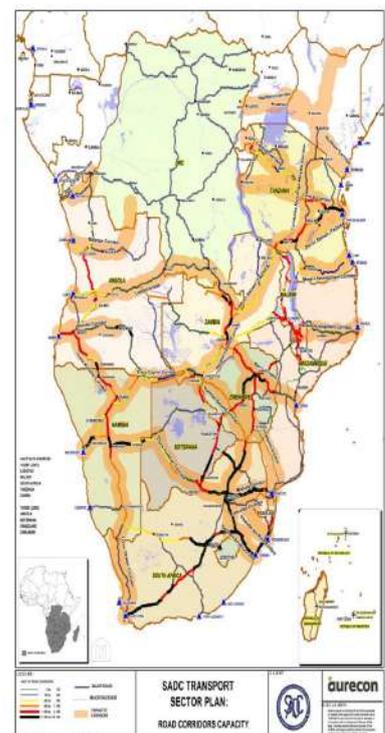
**Zambia and Region Transport pre-requisites for AfCFTA Success**

**Effective domestication of regional trade and transport agreements**

- SADC Protocol of Transport Communications and Meteorology of 1996
- SADC Protocol on Trade in Services of 2012
  - Harmonization
  - National Compliance to regional standards
  - Cross border Interoperability
  - Competition
  - Joint planning and investment
  - Private sector & Investment enablement
  - Transparency and consistency in economic regulation

**Zambia and Region Transport pre-requisites for AfCFTA Success**

- Relatively high regional road and railway network density.
- Regional railway network on same cape gauge (1067mm)
- Aviation infrastructure
- Protocols for cooperation in place
- Defined trade corridors
- Bilateral/Cross border agreements
- Political will
- Peace & Security
- Product variation
- Manufacturing capacity
- Human capital
- PPP enabled legislations



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## Webinar 1 Reports

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### **Zambia and the Region- Transport sector Opportunities from AfCFTA implementation**

#### **Incentives for investments and partnerships for**

- Increased Production and Productivity
- Multiple transport operators in all transport modes
- Investment into transport infrastructure & storage facility
- More customer centric transport service packages
- Improved quality of transport services
- Improvement of education, research and development in transport and logistics
- Enhancement of transport manufacturing, contractor, and supplier capacity
- Increased Strategic partnerships
- Increased freight and passenger volumes

### **Conclusion**

#### **It is recommended that Zambia and the Region**

- Meet their AfCFTA obligations.
- Be more proactive towards Trade optimization
- Deliberately enable private sector participation in AfCFTA;
- Jointly market trade and transport Investment packages/ opportunities;
- Sustainably maintain and rehabilitation the existing core railway, road, aviation and water transport infrastructure as on-going project concerns.
- Embrace ICT developments for more efficiencies



## Webinar 1 Reports

### AfCFTA- What it means to Zambia and the Region

#### AfCFTA Background

- The AU Assembly formally launched the AfCFTA negotiations at its 25th Ordinary Summit of Heads of State and Government on 15 June 2015 in Johannesburg, South Africa.
- The agreement establishing the AfCFTA was signed in Kigali, Rwanda, on March 21, 2018 by 44 AU member states. To date 676 countries have since signed the pact.
- The AfCFTA Agreement entered into force on May 30, 2019 - A unified market of 1.2 billion people with a combined GDP of \$3 trillion is potentially a strong foundation for industrialization
- Operational phase of the AfCFTA was launched during the 12th Extraordinary Session of the Assembly of the Union on the AfCFTA in Niamey Niger on 7 July 2019
- The AfCFTA aims to create a single continental market for goods, services and free movement of persons and capital covering Protocols on Trade in Goods, Trade in Services, Investment, Intellectual Property Rights and Competition Policy, providing clear guidelines to ensure emerging enterprises and infant industries are protected

- Trading under the AfCFTA started on January 1, 2021 delayed by COVID-19 with the aim of eliminating over 90 percent of tariffs on goods and also to progressively liberalize trade in service
- 87.6% of the vital rules of origin for the agreement had already been negotiated — leaving mainly only those covering autos, sugar, textile, and clothing. there were over 8,000 products in a typical harmonized system. (SG - Mene)

#### AfCFTA OPPORTUNITIES FOR ZAMBIA AND THE REGION

- **Eliminate poverty;** The World Bank estimates that the AfCFTA could boost Africa's GDP by 7 percent – almost \$450 billion – by 2035 potentially lifting some 30 million people out of extreme poverty and 68 million out of moderate poverty
- **New market;** The AfCFTA will allow African-owned companies to enter new markets. This expands their customer base and leads to new products and services, making investing in innovation viable.
- **Economic growth;** Manufacturing represents only about 10% of total GDP in Africa, on average. Success of the AfCFTA could reduce this gap. A bigger manufacturing sector will lead SMEs to create more well-paid jobs, especially for young people, thereby alleviating poverty.
- **Attract investment;** The size of the market will attract both African and foreign investors. The AfCFTA's legal framework provides for a protocol that will set rules and regulations for investment facilitation and investor protection to expand local industries and boost domestic businesses.



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## Webinar 1 Reports

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### • **Consumer welfare gains;**

Consumers will have limitless choice of quality products at an affordable price due to the fact that AfCFTA aims at eliminating import duties on products that are produced within Africa with defined standards that shall apply to those products in order to ensure quality.

• **Trade Network;** The trade area will spur industrialization through development of regional and continental value chains. thus enhancing investment and job creation in the construction, transport and tourism sectors.

### **Challenges**

- Zambia 's investment climate and business and regulatory environment poses a number of challenges to the private sector and investors
- Transport infrastructure within and outside Zambia is still underdeveloped, thereby delaying transportation of commodities and risking damage of perishable goods.
- Transit procedures still complicating
- Unavailability of certain testing facilities in the national quality infrastructure
- Lack of digital skills, infrastructure and digital entrepreneurship
- Undocumented trade data for informal trade

## Webinar 1 Reports

### CULTURAL DIPLOMACY TO DRIVE INTEGRATION

- Taking advantage the Regions cultural wealth, and common heritage to bolster coordination cooperation to drive conflict resolution for peace
- Peace, security and stability, are important factors to the success of the implementation of the AfCFTA.
- As post Covid -19 strategy, Zambia must work very closely with the SADC and COMESA countries in mitigating the negative effects of the pandemic in individual countries which might include cross border conflicts Xenophobic attacks, spill over conflicts
- Free Movement of Persons, Right of Residence and Right of Establishment.

### DIVERSIFICATION IN ZAMBIA INCLUSIVE OF WOMEN, YOUTH, SMALL & MEDIUM ENTERPRISES IN REVIVING THE CULTURAL AND CREATIVE INDUSTRIES

#### Building regional value chains to drive local production

##### Trade in Goods

- Agriculture – Cotton – value chain
- Textiles – innovative designs
- Wooden furniture – new brand & environment
- Footwear –New brand
- Leather - Value addition
- Fashion

##### Trade in Services

- Film sector
- Music
- Communication, financial, transport, business, and tourism services (Leisure & Business)

#### Partnerships - Investment promotion

- Government Departments
- Private and Public Partnerships
- Start Ups
- Private Sector
- Public Sector
- Banks

#### Activities

##### Government to drive

- Advocacy & Sensitization
- Research on the potential demands of products and value chain creation
- Build productive capacities
- Formalizing informal sector
- Rural Development in value creation
- Business Exchange programs

#### Market Integration

- Addressing barriers to market entry through negotiations at bilateral, regional and multilateral level
- Policy consistency, streamlining trade documentation and border procedures
- Build domestic production capacities
- New innovations in the production of goods
- Improvement of logistical infrastructure and services such as warehousing, storage, and testing equipment



## Webinar 1 Reports

### AfCFTA- What it means to Zambia and the Region

#### Introduction

- The African Continental FTA (AfCFTA) was adopted at the 18th Assembly of the African Union in 2012; agreed to establish AfCFTA by of 2017
- Since the formation of the World Trade Organisation (WTO), the AfCFTA is the largest Free Trade Area (FTA) in the world in terms of participating countries
- It is one of 15-flagship projects of the AU under Agenda 2063
- It brings together 55 AU Member States with a total population of about 1.2 Billion; a combined GDP of about US\$ 3.4 Trillion; and global exports of US\$386.4 billion and imports of US\$508.9 billion (2020)
- The Agreement entered into force on 30th May 2019.

#### Objectives

- The main objective of the AfCFTA is to create a single continental market for goods and services with free movement of businesspersons and investments, and thus pave the way for accelerating the establishment of the Customs Union
- **Its specific objectives are to:**
  - create a single Market for Goods, Services and Movement of Persons in order to deepen the economic integration of the African Continent,
  - create a liberalized market for goods and services through successive rounds of negotiations
  - lay the foundations for the establishment, at a later stage, of a Continental Customs Union
  - promote and attain sustainable and inclusive social and economic development, and gender equality and structural transformation of the State Parties
  - enhance the competitiveness of the economies of State Parties
  - promote industrial development through diversification and regional value chain development
  - resolve the challenges of multiple and overlapping memberships and expedite the regional and continental integration processes

#### Objectives

- The AfCFTA will create the largest trading block in the world and will present several benefits to Member States
- Such benefits include the following, among others:
  - Duty-free access to the huge market under the AfCFTA will encourage manufacturers and service providers to increase production to serve the enlarged market;
  - Benefitting from economies of scale and to access cheaper inputs by producers;
  - Improving conditions for forming regional value chains and integrating to global value chains (GVCs);
  - Access for consumers to cheaper imported products from other African countries;
  - Catalyzing the structural transformation of the countries from resource and low technology-based economies to more diversified knowledge-based economies;
  - Eliminating and resolve some of the challenges associated with multiple and overlapping membership in RECs in Africa;
  - Encouraging both intra-African and external direct capital flows to African countries;
  - Stimulating cooperation in other areas such as technology transfer, innovation, investment and continent- wide infrastructure development;
  - Open up new markets for a number of African owned companies, allows them to expand through investing in other African countries;



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## Webinar 1 Reports

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### Current status of negotiations

- The AfCFTA is being negotiated in two (2) phases with Trade in goods and services and dispute settlement being negotiated in Phase I while Phase II negotiations will focus on investment, competition policy and intellectual property rights.
- Much of the work on Phase I of the AfCFTA negotiations has been concluded but negotiations are still on-going on tariff liberalisation, rules of origin and trade in services.
- Negotiations on Phase II issues have commenced.

### Outstanding issues under the AfCFTA

- Phase I issues comprising tariff liberalization, rules of origin and trade in services are still outstanding.
- The conclusion of negotiations on these components is critical...
- Significant priority for conclusion are the tariff liberalization schedules, rules of origin and schedules of specific commitments which are critical components of an FTA;
- Negotiations on Phase II issues of the AfCFTA covering competition policy, investment and intellectual property rights (IPR).
- Phase II pre-negotiation activities began in November 2018

### COMESA participation in the AfCFTA Framework

- COMESA participates at two levels in the AfCFTA Framework, namely, at REC and Member State levels.
- The AU recognized RECs played a big role in the development and negotiations of various instruments for the AfCFTA are through the establishment of a Continental Task Force comprising experts from the eight RECs that are recognized by the AU to assist in the development of various AfCFTA instruments and participation in the negotiation processes.
- Legal and policy instruments developed under the COMESA, EAC and SADC Tripartite were used to fast-track the development and negotiation of similar instruments under the AfCFTA.
- At Member State level, individual COMESA countries like Zambia participate in various way in the AfCFTA agreement, ratification and implementation processes.

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## Webinar 1 Reports

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### Challenges and Constraints

#### Some of the challenges and constraints facing the AfCFTA:

- Trading under AfCFTA was expected to start on 1st July 2020 but it was deferred to 1st January 2021 due to the ongoing COVID-19 pandemic; trading commenced on 1st January 2021, albeit at a slower pace than anticipated.
- The COVID-19 pandemic delayed the conclusion of the negotiations on outstanding issues, especially on tariff liberalisation rules of origin and trade in services which are key components of the FTA.
- There are transportation and logistical challenges in Africa, which affect the movement of people and traded goods across the continent.
- While the removal of tariffs and trade barriers will make an impact on intra-Africa trade, there is need to address the high costs of transporting goods within the continent as these may end up outweighing potential benefits of the AfCFTA trade regime. In this regard, there is need to improve the road networks within the individual countries and across the borders,
- Air transport also must be better as all these will ease the movement of people and goods across the continent.
- Air transport also must be better as all these will ease the movement of people and goods across the continent.
- Road networks both within countries and across the border of especially landlocked countries must be improved to ease interconnectivity across the continent.
- Rail networks must be built and existing ones improved and upgraded.
- Slow process of ratification of the AfCFTA Agreement by Member States;
- Delays and slow process of submission of tariff offers and draft offers on trade in services;
- Heavy negotiating agenda in order to finalise issues in order to meet the anticipated new date of commencement of trading, namely, 1 January 2021;
- Technical challenges to negotiate in the advent of COVID-19, and
- As COMESA is not a Customs Union and Member States are participating the AfCFTA negotiations as individual Member States there are constraints with regards to coordinating their participation and or following-up on outstanding issues and or submitting of common positions.

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**Webinar 1 Reports**


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**Question and Answer**


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**20 January 2022 - Registration List @ 19/01/2022\_13h00**

**Petronella Ndimbwa**

**Q1.** How prepared are our transport corridors in terms of infrastructure development; and our SMEs in terms of participating in these regional value chains in the transport sector?

**Lubinda Sakanga**

**A1.** In Zambia, we have over 80 bilateral air service transport agreements. It is connected by railway, to its neighbouring countries, other countries a bit further off, like South Africa; it has given us a rail transport agreement, and all countries in the SADC region have bilateral railway transport agreements.

So, what does this mean for, infrastructure? They are able to recognize the state of infrastructure which each country has and make sure that, they point out where the bottlenecks are, so that these are annually prioritized for rehabilitation and maintenance. Maintenance has of course some budget implications which I may not have authority to delve into.

Suffice to say, there's an agreement, that is the SADC protocol on transport which says that, transport must be facilitated seamlessly through regional transport corridors. So, where you have a bottleneck, we try to quickly delve into it in terms of infrastructure.

**Q2.** In light of AfCFTA, where do we see cross border traders -bearing in mind that, the goods they sell are imported from other countries?

**A2.** For trade, there is a concept of a one stop border post which basically talks of reducing transit timings on corridors by bring in immigration, trade and legislations at one point; like a one stop shop border facility where you have a country attending to you at once so that you reduce your transit time at that facility.

Pre-clearance, is another facility which has been implemented. What do I mean? For example, if you have cargo in South Africa, you can pre-clear it in that country and have a report that is stating what cargo is there, and who has inspected it. His report can state that this cargo has been cleared to move on this corridor. This report can state precisely, what points the cargo is to move, say, from point A to point B. This can be addressed to revenue authorities and others.

Now, there are wins that we need to recognise. These are, for example, signage, furniture on our infrastructure. We have made sure that they are uniform in the SADC region and agreements have been signed. Additionally, this goes to training drivers on professional etiquette on these legislations. Now already, that in itself is a win, and we need a pat on the back.

The trade in services protocol, needs to be domesticated because it presents opportunities. Some of the barriers with regards to facilities for SMEs have also been recognized.

**Tando Songwevu**

**Q1.** What role can or place can SMEs take in the tourism sector to promote the AfCFTA?

**A1.** SMEs in the tourism sector need to take part in training, in terms of business training, and we need to brand our countries' tourism. We need to look at it from a leisure perspective to a business perspective. This can be done at trade fairs, business forum and most importantly, exchange programs

**Q2.** How can culture be used effectively?

**A2.** For AfCFTA to work, we need to use to our benefit, our various cultural diversity. This means we should start working together as Africans, and not against each other. This requires us to instil the Pan Africanism mantra our forefathers pushed for to integrate the continent. We can use our culture to drive peace and security so as to avoid fights on the borders.

Also, we need to integrate the cross-border community. We need advocacy, especially from the civil society organizations. We need to incorporate our traditional leaders, our women and all.

We need to bring the diverse knowledge systems to enable us to see the commonalities that we have. Then, from there, we can move to peace and security so that we can have an integrated trade platform in the continent.

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## Webinar 1 Reports

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### Lubinda Sakanga

**Q1.** What measures have we taken into consideration to ensure that goods are safely delivered to the intended destinations for Small Scale Borders as a way of reducing human mobility in the COVID-19 environment?

**A1.** We want to look at holistically a whole. We have government that works as a whole. In the railway, we want infrastructure. In aviation, we want to ensure we have transparency. For example, where airports are built with glass. This is what economic regulation is about.

In terms of COVID-19, we all know that it has heightened the cost of trade. You have to take your PCR test, as you cross to another country. And as you go back, you don't know if the test will be recognized. That's why, in the initiative we are promoting, the transnomics we want to say, transportation has been made safe. All points of entry have been prioritized. We need to put more free movement of petroleum among other goods.

## Webinar 2 Reports

### Port of Beira

#### Crossborder Trade Facilitation between Zambia and Mozambique

*Leticia Ferreira,  
Commercial Director*

Strategically located in **central Mozambique**, thereby is the nearest Port to its hinterland.

Cornelder de Moçambique is the concessionaire for both the **Container and General Cargo Terminal** since 1998.

#### Volumes Handled in 2000

Container Terminal – 30,000 TEUs  
General Cargo Terminal – 620,000 tonnes

#### Volumes Handled in 2021

Container Terminal - 278,582 TEUs  
General Cargo Terminal - 3,3M tonnes

#### Zambia at the Port of Beira

In 2021, Zambia represented 13% of the volume handled at our terminals

### Main Cargo

- Fertilizer
- Cereals
- Bulk Minerals
- Granite
- Sugar
- Clinker
- Project Cargo
- Equipment

### Distance In KM

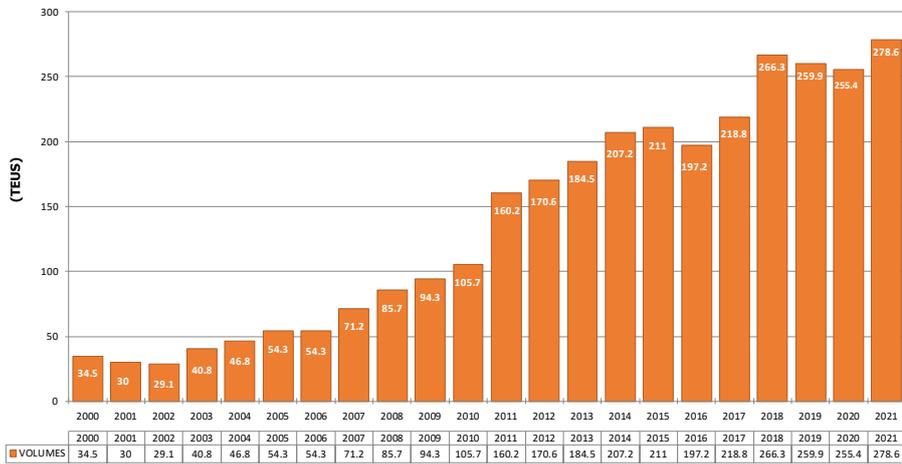


ROAD DISTANCE IN KM							
Portos	Lusaka ZAMBIA	Kitwe ZAMBIA	Lubumbashi DRC	Harare ZIMBABWE	Bulawayo ZIMBABWE	Blantyre MALAWI	Lilongwe MALAWI
BEIRA	1,054	1,370	1,600	559	726	812	950
DURBAN	2,380	2,707	2,611	1,711	1,454	2,323	2,678
DAR ES SALAAM	1,985	1,951	2,290	2,634	3,028	2,031	1,667



## Webinar 2 Reports

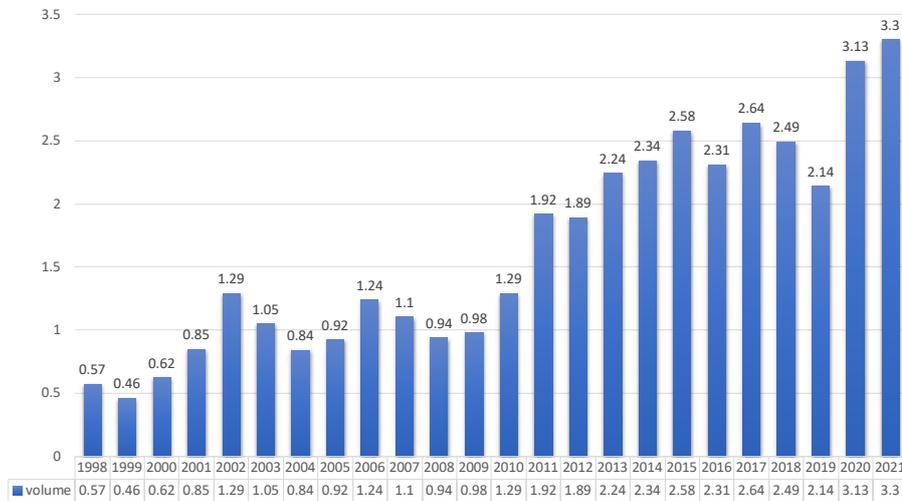
### Containers Handled (2000-2021)



### Zambia in Beira

Fertilizer-337, 996MT  
 Copper-7,337 TEUs  
 Nickel-1,168 TEUs  
 Manganese Ore-2,193 TEUs  
 Timber-535 TEUs

### GENERAL CARGO HANDLED(2000-2021)



–Leticia Ferreira, Commercial Director–Cornelder

## Webinar 2 Reports

### THE NAMIBIAN PORTS AUTHORITY IS A STATE-OWNED ENTERPRISE ESTABLISHED BY THE NAMIBIAN PORTS AUTHORITY ACT, 1994 (ACT NO. 2 OF 1994).

#### Vision

To be the best performing seaports in Africa.

#### Mission

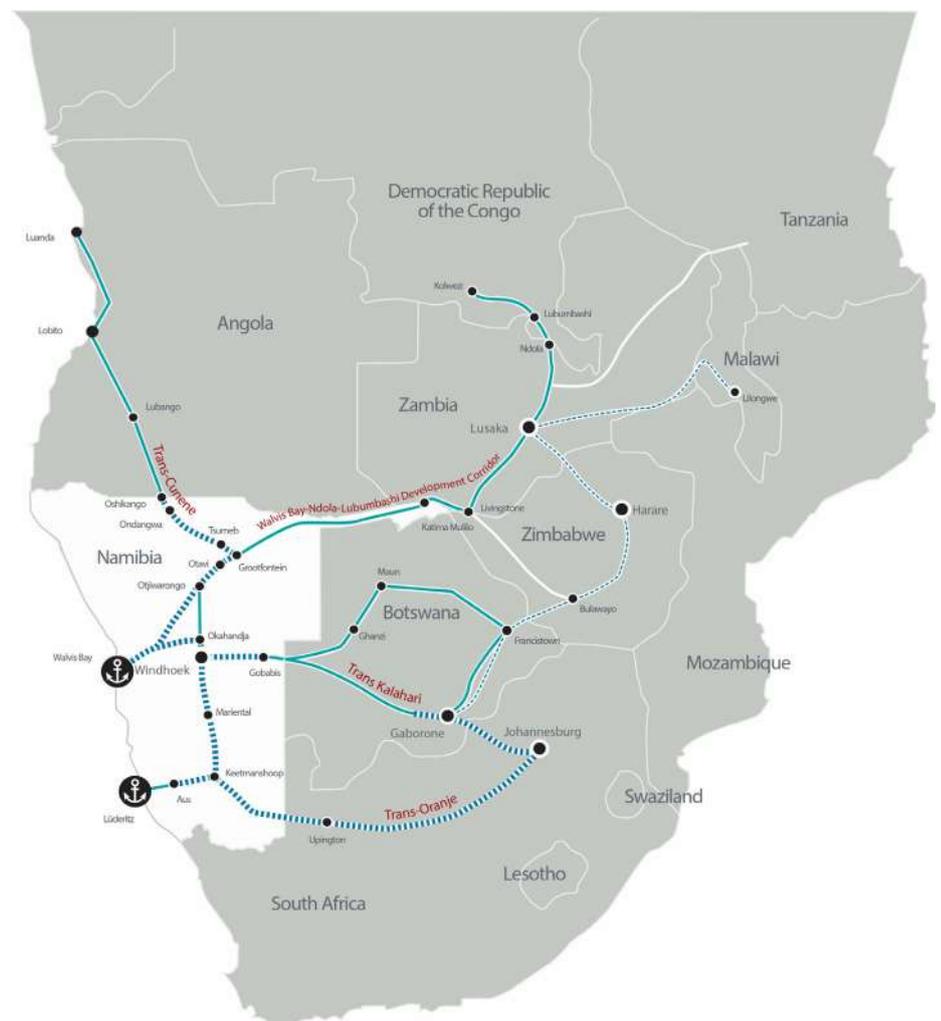
Namport is committed to providing best quality port services to all seaborne trade through excellent customer service, sustainable growth and social responsibility, to contribute to the transformation of Namibia as a logistics hub.

#### Values

Committed, Connected, Caring.

#### THE PORTS OF NAMIBIA

- Port of Walvis Bay
- Port of Lüderitz



Webinar 2 Reports

NAMPORT’S ACTIVITIES



VESSEL TRAFFIC

General vessel traffic is the heart of Namport’s business. Between 1,800 and 2,500 vessels visit the ports of Walvis Bay and Lüderitz each year.



CONTAINER CARGO

Container cargo is handled at the new container terminal at the Port of Walvis Bay, which was inaugurated and operationalized on 24 August 2019. This increased throughput capacity to 750,000 TEUs (twenty-foot-equivalent unit) per annum.



IMPORTS/EXPORTS

Cross-border import and export of cargo and commodities to and from countries in the SADC region and beyond constitute a major segment of Namport’s activities. Salt remains the biggest export commodity handled by the Port of Walvis Bay.



VESSEL REPAIR

The Namport syncrolift is capable of lifting vessels of up to 2,000 tonnes. Namdock, a Namport subsidiary, operates three Panamax floating docks whose combined lifting capacity is 29,500 metric tonnes.



FUEL IMPORTS

Petroleum imports form the biggest share of commodities landed at the Port of Walvis Bay (35 percent of freight tones’ landed). The new petroleum liquid bulk terminal further north, to be commissioned at end of 2020, will see imports being processed there.



PASSENGER TRAFFIC

The new container terminal makes provision for a dedicated, cruise-vessel berth. This development will facilitate an expansion of the cruise tourism market.



VEHICLE TRAFFIC

Imports of new and second-hand vehicles have grown steadily. A tract of land that could accommodate 3,500 vehicles has been identified for acquisition.



SUPPORT FISHING INDUSTRY

The ports of Walvis Bay and Lüderitz constitute vital links in the export of fish and fish products from Namibia to a global market.

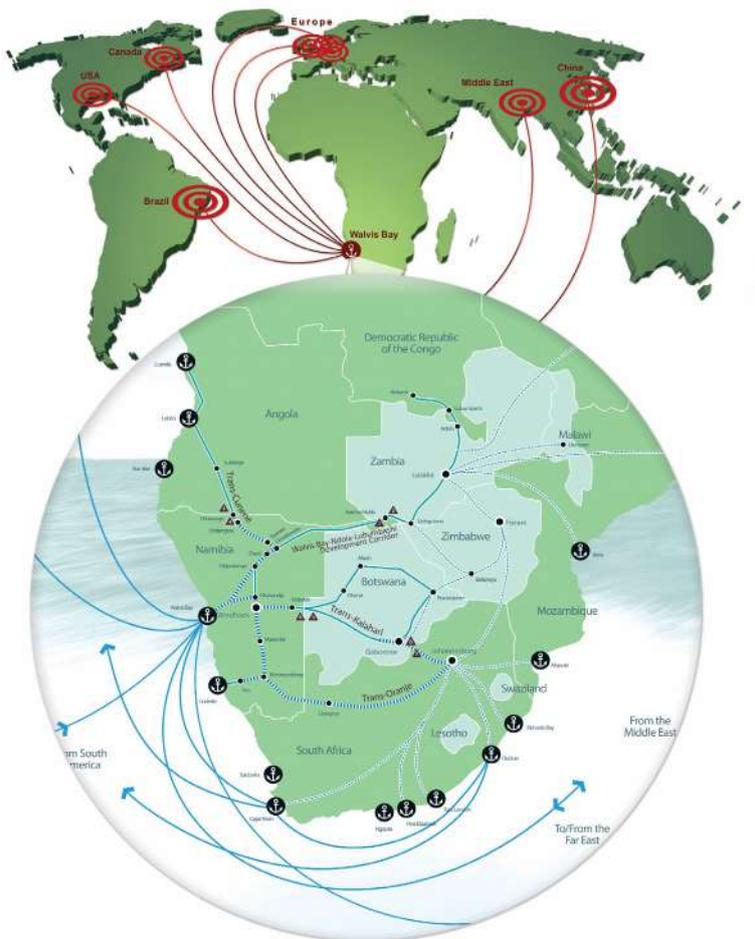
Webinar 2 Reports

SHIPPING ROUTES OUT OF THE PORT OF WALVIS BAY AND LÜDERITZ

BORDER IMPROVEMENTS

- Back up generator operational
- Improved network connectivity
- Pioneering pre-clearance system
- Anyone with only vaccination certificate can enter Namibia

SHIPPING LINES CALLING NAMIBIAN PORTS



## Webinar 2 Reports

### CONNECTING OUR PORT TO THE VARIOUS TRANSPORT CORRIDORS

### MAIN COMMODITIES HANDLED AT NAMPORT (IMPORTS AND EXPORTS)

#### MAIN COMMODITIES BULK

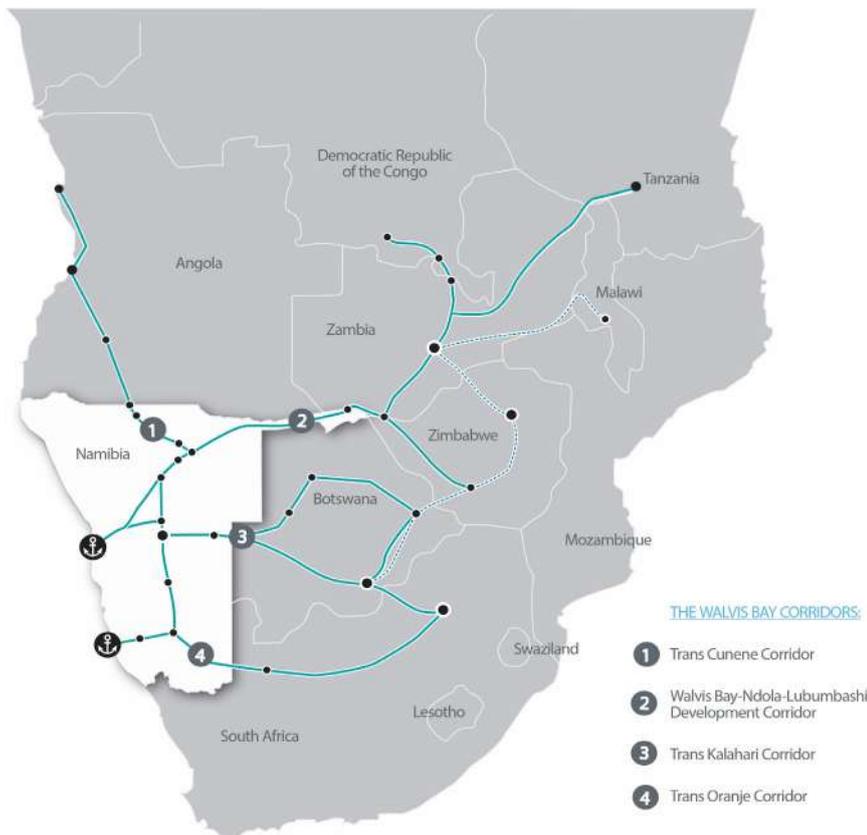
- Salt
- Copper Concentrate
- Coal
- Sulphuric Acid
- Wheat
- Sulphur
- Manganese Ore
- Lithium Ore
- Liquid Bulk
- Lead/Zinc

#### MAIN COMMODITIES BREAK-BULK

- Salt bagged
- Sugar bagged
- Ammonium Nitrate
- Sulphur
- Granite & Marble
- Clinker
- Frozen Fish
- Project cargo (Building materials, steel, machinery, spare parts)
- Vehicles
- Steel rods

#### MAIN COMMODITIES CONTAINERIZED

- Frozen products (Poultry, Beef and Fish)
- Machinery
- Food stuffs (Rice, Maize and Sugar)
- Ship Spares
- Copper
- Charcoal
- Scrap Metal
- Malt
- Timber
- Mining Chemicals (Caustic Soda, Ammonium Nitrate, Nash)
- Zinc Concentrate
- Lead Concentrate



## Webinar 2 Reports

### Interactive session:

**Moderator: Phesto Musonda**

#### Question from James Nkhosi

1. What operational challenges are the Port of Beira facing in movement of cargo to Zambia and the region?

2. What challenges are the Ports authorities having in general, to operate in the 21st century, with efficiency demanded?

#### Response from Leticia Ferreira:

The Covid-19 has affected us significantly. It is one among the major challenges the port has faced. The other issue is the cyclone that hit us recently. Storage facility was damaged, and this affected us.

However, with good preparation, we have managed to withstand the effects of the cyclone, and Covid-19. We've continued our efforts in trying to make trade easy.

#### Mr. Phesto Musonda question:

How efficient are our ports, and borders compared to other ports in the world?

#### Mr. James Kaposi addition:

We are cognisant of the fact that, our Zambian counterparts have taken the lead in ensuring efficiency at borders is this supposed to be here? Our colleagues are already practicing pre-clearance of goods at the border and this is in a way driving us to the efficiency we're talking about. Pre-clearance helps trucks avoid being in queues for days at the border. Our focus is to continue improving on such processes, and continue lobbying our governments to continue improving our facilities to ensure we one day have seamlessly.

#### Lydia Mallya addition:

The Dar-es-Salaam port has continued to make improvements, and we want it by 2025, to have all the qualities of a world class port.

COVID-19 affected us, but, it was not much. However, when the pandemic is over, we are hopeful that, efficiency will increase and we will have a different story to tell.

#### Mr. Nathan Chilufya question:

What role are the authorities playing in mitigating climate change effects?

#### Mr. Kaposi on Climate Change Response:

As a port, we're beginning to implement the go-green initiative, and we hope such initiatives and efforts can be adopted by others as well.

#### Mr. Phesto Musonda question:

To what extent does the infrastructure – rail, road, play to efficient facilitation of trade.

#### Response Guest Speaker:

Mr. Benson Tembo, The Dar-es-Salaam port has a lot of advantages to the Zambian economy, because most goods to Zambia, come through this port. However, we experience a lot of delays in clearing goods, or trucks. For example, as we speak, we have a lot of trucks that have not been cleared at the port. This is a problem. It is unlike here in Zambia where no Tanzanian drivers or transporters get delayed by Zambian authorities. The Tanzanian authorities are too restrictive. This has reduced the volume of truck in load, and consequently reduces the income.

Then, the Beira port is also so exorbitant in their fees. Others don't charge. Why do they have no parking facilities, their area is overgrown with grass, the road is inaccessible, it is mostly clogged with water, and these are some of the things hampering trade facilitations.

#### Response by the two mentioned authorities:

We're working to harmonize the issues raised, and are devoted to ensuring that we ease trade.

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## Webinar 2 Reports

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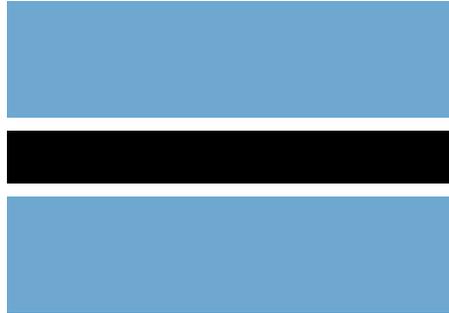
### **Africast CEO Closing Remarks:**

We are delighted to be hosting this event in partnership with the Ministry of Transport and Logistics who have been kind enough to us from the private sector. We can confirm that they have extended invitations to various regional ministers of transport. This shows how much seriousness the Ministry of Transport has attached to the event. So, be part of the conversation.

**PARTICIPATING COUNTRIES**



**SOUTH AFRICA**



**BOTSWANA**



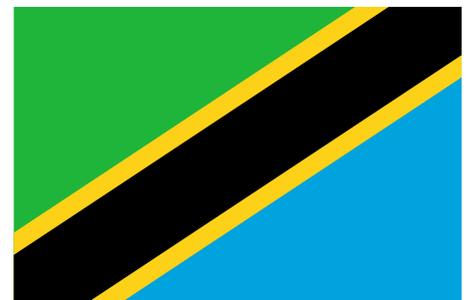
**MOZAMBIQUE**



**ZAMBIA**



**MALAWI**



**TANZANIA**



**ZIMBABWE**



**NAMIBIA**



**MAURITIUS**

Thank you, see you next year.



Next LLZ© Edition  
23 & 24 March  
2023

