



TRANSPORT INFRASTRUCTURE MOZAMBIQUE 2013

Integrating and shaping the future of Mozambique's transport infrastructure

11 – 14 March 2013 | Venue: Serena Polana Hotel, Maputo, Mozambique

In partnership
with:



Your expert leader panel includes insight from:

- **Hon Paulo Zucula**, Minister, Ministry of Transport and Communications
- **Hon Cadmiel Feliane Muthemba**, Minister, Ministry of Public Works and Housing
- **Ester dos Santos**, Deputy National Director: Investment and Cooperation, Ministry of Planning and Development
- **Sindiso Ndema Ngwenya**, Secretary General, COMESA Secretariat
- **Dr. Danilo Nala**, General Director, GAZEDA
- **Samuel Levy**, Senior Partner, SAL & Caldeira Advogados, Lda
- **Cecilio Grachane**, Director General, ANE
- **Nelson Nunes**, Executive Director, Maputo SUL EP
- **Osorio Lucas**, Chief Executive Officer, Maputo Port Development Company (MPDC)
- **Luis Candeias**, Operations Director, Invensys Rail Dimetronic
- **Dan Manojlovic**, Managing Director, Stroda Advanced Materials
- **Prasad Rebala**, Chief Operating Officer: Coal Terminal Beira, Essar Bulk Terminal Limited
- **Rosário Mualeia**, President & Chairman, CFM & President, Southern Africa Railways Association
- **Bo Giersing**, Transport Specialist, Trademark Southern Africa
- **Air Commodore M T Karakadzai**, General Manager, National Railways of Zimbabwe
- **Stephenson Ngubane**, Chief Executive Officer, National Railway of Swaziland
- **Dominique Ntwaagae**, Chief Executive Officer, Botswana Railways
- **Adelino Mesquita**, Board Director: Operations, CFM
- **Johny Smith**, Chief Executive Officer, Walvis Bay Corridor Group
- **Barbara Mommen**, Chief Executive Officer, Maputo Corridor Logistics Company Initiative (MCLI)
- **Vanderlei Marques**, Director: Logistics Africa, Vale Mozambique Lda
- **Joao Das Neves**, General Director, Autogas SA
- **Aymen Ali**, Principal Transport Engineer, African Development Bank (AfDB)
- **Katsura Miyazaki**, Deputy Director General of Economic Infrastructure and Group Director of Peace Building and Urban and Regional Development, Japan International Cooperation Agency (JICA)
- **Lourenço Sambo**, Director General, Centro de Promoção de Investimentos (CPI)
- **Mark Pearson**, Chief Executive Officer, Trademark Southern Africa
- **Emile Muvunyi**, Sales Director: Africa & France, Vossloh AG

Why you should attend

- Gain first hand insight into the latest port, rail and road rehabilitation and expansion projects driving infrastructure growth
- Understand how government is framing regulation to increase capacity and port development – updates on the latest Port Master Plan
- Infrastructure financing
- How to develop a more effective and efficient corridor network
- Strengthening PPPs to accelerate transport infrastructure projects - insights into the African transport market demand and sustainability

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Don't miss out on Mozambique's leading Transport Infrastructure 2013 conference mapping infrastructure developments to attract investment and opportunities into new transport infrastructure projects!

PLUS! Don't miss our interactive pre-conference masterclass – Creating projects that attract Public Private Partnerships (PPPs) on the 11th March 2013 and post-conference masterclass Delivering sustainable transport infrastructure : Economic perspective on transport and logistics costs on the 14th of March 2013

Transport Infrastructure 2013... If you are involved in current or upcoming transport infrastructure projects in Mozambique or are wanting to become involved, there is nowhere more important for you to be. Hear from key experts leading the way in Mozambique's transport infrastructure markets

1. Strategic insight into the latest SADC Regional Infrastructure Master Plan – gain strategic insights into the framework advancing socio-economic development and implementation of regional intergration influencing road, ports, inland waterways and air transport networks

2. Latest regulatory and policy updates – latest port master plan and how this will impact port concessions, developments and improvements of landside facilities and expansion of service corridors

3. Opportunities for public private co-operation – learn how to attract investment into new road, port and rail rehabilitation and expansion projects to meet capacity demand

4. Extended networking opportunities – The leading Mozambique event where global experts and regional leaders meet to discuss the latest transport infrastructure sector structures including the latest master plan, finance models for attracting investment, structured finance for sustainable transport infrastructure, bankable projects and access to project finance, corridor development and developing a rail regulator. Hear first-hand what new road, port and rail rehabilitation and expansion projects are being planned.

Dear Colleagues,

On behalf of the AMDCM and IQPC, I am pleased to announce and invite you to the Transport Infrastructure Mozambique 2013 conference taking place 11 – 14 March 2013 in Maputo.

The aim of the conference is to showcase and explore the infrastructure development and expansion in Mozambique's transport industry. Intergrating corridors and Infrastructure investment is the focus on this year events and provides an executive meeting forum for ministerial delegations, high-level transport infrastructure executives, policy makers and international financiers. Discussions will focus on investment into Mozambique's transport infrastructure sector by enhancing understanding of investment challenges, integrating transport corridors and the importance of leveraging the growth of SADC.

With recent infrastructure developments in Mozambique to build inter-regional corridors Mozambique continues to strengthen its economic growth and provides an excellent environment for investors. The premier Transport Infrastructure 2013 event is the perfect opportunity for all delegates to discuss and explore the opportunities in Mozambique.

I look forward to welcoming you in March 2013.

Casimiro Francisco
Chairman, **AMDCM**

Endorsement letter from the Ministry of Transport & Communications

Dear Transport Infrastructure Colleagues,

I would like to encourage you to participate at the Transport Infrastructure Mozambique 2013 conference taking place 11 – 14 March 2013 in Maputo.

We are committed to this event as an opportunity to promote investment and knowledge sharing for the enrichment of Mozambique's transport infrastructure. Further to this, we look forward to promoting integration of transport services in the region.

Recent developments and progress in the development of key infrastructure projects demonstrates the potential of private sector participation in our country and we are keen to entice more investment in this sector. Flagship projects include railroads linking Mozambique to Botswana via Zimbabwe, the rehabilitation of the Sena railway line completed, coal terminal expansion projects and the development the Maputo, Beira and Nacala corridors.

Further to this, the latest updates in the SADC Regional Infrastructure Development Master Plan highlight key policy drivers influencing road, ports, inland waterways and air transport networks. These play a vital role in improving access to the value chain of transport corridors, reducing infrastructure and transport costs, enhancing competitiveness as well as providing safe and secure transport services.

We need to create competitive and sustainable transport infrastructure projects to fuel growth to meet demand by leveraging logistics and integrating transport developments. This creates a sustainable environment for private investors.

The conference is designed for regulating bodies, Ministries, operators and service providers to showcase and explore the development in Mozambique's transport infrastructure. The content will focus on the potential opportunities, lessons learned by key investors and the creation of new business partnerships. Overall, the conference will continue to facilitate and strengthen the economic development of Mozambique and serve as a basis for investors to access the countries infrastructure opportunities.

I look forward to welcoming you at Transport Infrastructure Mozambique 2013.

Yours sincerely,

Honourable Minister Paulo Zucula

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Pre- Conference Masterclass: Monday 11 March 2013

IQPC's masterclasses are unique opportunities to spend valuable time with industry experts. These interactive sessions are extended to ensure that you will get to the heart of the most critical issues and uncover practical solutions you can apply to your own projects

Creating projects that attract Public Private Partnerships (PPPs)

Infrastructure development is critical for Mozambique's economic development. The total investment required in Mozambique's transport infrastructure over the next five years exceeds \$14.3 billion dollars. The private sector expected to invest \$ 22.32 million accounting for two-thirds of investment in infrastructure development projects, with the transport infrastructure deficit to be supported by public and private investments and joint investments.

Learn how to use PPPs to build cost effective transport infrastructure through private sector investment.

What is a Public Private Partnership?

- The difference between PPPs and other forms of finance
- Why transport projects lend themselves towards PPPs
- Selection strategy of a project structure
- Overview of the Mozambican PPP market

Standardising project documentation

- PPP agreements
- Operation and maintenance contracts
- Finance documents and security documents
- Sponsor support agreements

Project selection strategies and essential financial considerations

- Project appraisal and feasibility studies
- The value for money and public sector comparator
- The banker's base case
- Credit enhancement techniques

Fundamental risk evaluation techniques

- Identification and analysis of key risks in a PPP
- Concept of risk allocation
- Mitigation techniques for each risk



Workshop Leader:

Samuel Levy, Senior Partner, **SAL & Caldeira Advogados, Lda**

Samuel Levy handles SAL & Caldeira's clients in relation to oil & gas and mining, among other matters. He has advised clients in respect of most of the recent mining contracts signed with the Government of Mozambique. He is also involved in legal reform in the sector, having participated in the drafting of regulations relating to installation licensing, environmental licensing, special labour regulation, special regulations for foreign labour and the mega projects law. Samuel helped found both the Mozambican Association of International Petroleum Operators (AMOPI) and the Chamber of Mines of Mozambique (CMM). He is admitted to practice in both Mozambique and New York.



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Conference day one: Tuesday 12 March 2013

08:00 Registration and Coffee

08:30 **Opening remarks from the chair**
Eugino Silva, Executive Manager, **AMDCM (Mozambican Coal Development Association)**



08:45 **Outlook for Mozambique's transport sector: Pushing the frontiers, overcoming challenges and discovering new opportunities**

Opening Address:

- What is the outlook for developments in 2013 – 2015?
- Update on port development progress in Maputo, Nacala and Beira
- Update on rail projects: Sena rail line
- What do development in Mozambique's transport infrastructure mean for the African transport community?
- Key challenges and opportunities that will transform Mozambique's transport sector in the coming years
- The significance of growing transport regional networks to Mozambique's export sector
- Establishing an integrated transport infrastructure network – how will infrastructure projects be planned and allocated to ensure all projected mining projects expected to come online in coming years will get access to ports and rail

Honourable Minister Paulo Zucula, Minister, **Ministry of Transport and Communications**

09:30 **SADC Regional Infrastructure Development Master Plan (RIDMP)**

Panel discussion:

- A framework for advancing socio-economic development and implementation of regional integration – the next 15 years
- The outlook for planning and cooperation with development partners and private sector on new projects
- Key policy drivers that will influence road, ports, inland waterways and air transport networks – improving access to transport corridors value chain, reducing cost, enhancing competitiveness and providing safe and secure transport services
- Attracting private sector sustainability funding to ensure access of projects
- The role of RIDMP – how will this framework develop the road, rail and port capacity in Mozambique and develop access to future networks?

Panelists:

Sindiso Ndema Ngwenya, Secretary General, **COMESA Secretariat**
Ester dos Santos, Deputy National Director: Investment and Cooperation, **Ministry of Planning and Development**

10:15 **Morning refreshments and exhibition viewing**

10:45 **Session sponsor**

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11:30 **Mozambique infrastructure Q3 updates – challenges and opportunities**

- Transport infrastructure: Nacala and Sena transport corridors linking mining regions to ports of Nacala and Beira – investment and funding
- Construction development – driving investment: challenges and opportunities
- Mining export hub – driving investment into transport and electricity infrastructure
- Water supply system – challenges and opportunities
- Electricity generation – expansion of the capacity at Cohora Bassa dam to build 1,500MW hydropower plant and two 1,500km transmission lines – challenges and priorities
- Port corridor development
- Rail development and rehabilitation – agreement to build the Malawian section of the 900km Nacala corridor – challenges and opportunities
- Road development and integration – Programa Integrado do Sector das Estradas (PRISE) – investment and funding

Dr. Danilo Nala, Director General, **GAZEDA**

Road Development: Opportunities for investment and growth

12:15 **Integrating transport corridors – A vision for the future**

Keynote address:

- Maximising the efficiency of transport networks
- Balancing continued infrastructure development – strategic view of the next 5 years: rehabilitation and maintenance projects planned
- Future plans to build Limpopo link through Zimbabwe, Milange link through Malawi and the Mltawardi link through Tanzania – investment and funding options
- Manage a lack of public confidence in infrastructure delivery
- Looking at trade routes that can support tolling and assessing what fee structure is appropriate

Honourable Minister Cadmiel Feliane Muthemba, Minister, **Ministry of Public Works and Housing**

13:00 **Luncheon and exhibition viewing**

14:00 **Investing in roads to promote stronger second phase development and integration: Programa Integrado do Sector das Estradas (PRISE)**

- Road Sector Integration Programme – meeting the 2nd phase developments over the next 2 years – what steps have been achieved
- Utilising road infrastructure to facilitate cross border trade
- How can government benefit from developing regional roads to aid integration?
- Overseeing planned investment of \$1.5 billion to improve the quality of road networks

Cecilio Grachane, Director General, **ANE**

14:45 **Building Maputo ring road project to ease traffic in Maputo Matola and Marracuene District**

- Update of project development, scope and timetable – 74km road development making up 6 dual carriageway sections
- Overcoming infrastructure challenges – building new roads and rehabilitating and upgrading existing roads
- Meeting capacity – key factors consider how to carry 3600 vehicles an hour in each direction
- Implementing Mozambique's first toll road concession – opportunities and challenges

Nelson Nunes, Executive Director, **Maputo SUL EP**

15:30 **Afternoon refreshments and exhibition viewing**

16:00 **Major construction road and bridge over the Bay of Maputo**

- Progress on the road and bridge project – updates and development plans moving forward
- Development of the bridge over the Bay of Maputo – overcoming logistic challenges linking Maputo to the district of Katembe
- Developing a road link – challenges, successes and the next 12 months

Nelson Nunes, Executive Director, **Maputo SUL EP**

16:45 **Ingredients for an effective management system**

Panel discussion:

- A look into applying management systems to plan for maintenance
- How to measure the effectiveness of your road management system
- Developing your skills – initiatives to employ and train skilled people to manage the systems

Cecilio Grachane, Director General, **ANE**

Nelson Nunes, Executive Director, **Maputo SUL EP**

Dan Manojlovic, Managing Director, **Stroda Advanced Materials**



17:40 **End of conference day 1**

18:00 **Networking Cocktail Reception**

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Conference day two: Wednesday 13 March 2013

08:00 Registration and Coffee

08:30 Opening remarks from the Chair
Lourenco Sambo, Director General, CPI

Developing ports to meet capacity demands

08:45 **The Gateway to Sub-Sahara - Port Master Plan Strategy**

- Navigating development expansion and profitability - insight into the port concession extension granted from 2012 to 2033
- Investment timeframes and implementation with sub-concessionaires - priorities and funding
- Expansion development of service corridors and infrastructure - landside facilities, berth and channel improvements - challenges and opportunities
- Delivering on growing regional demand - creating competitive regional import and export corridors

Osorio Lucas, Chief Executive Officer, **Maputo Port Development Company (MPDC)**

09:15 **Port of Maputo's expansion in focus**

- Capacity and expansion project plans - will the refurbished terminal plans to increase capacity from 12 million to 50 million tons by 2030
- Financing agreements and securing debt funding from open markets
- The port master plans: improved loading capacity
- Future growth and development for Maputo - key progress how to handle coal export demands

Osorio Lucas, Chief Executive Officer, **Maputo Port Development Company (MPDC)**

09:45 Session presented by Vossloh AG



10:15 Morning refreshments and exhibition viewing

10:45 **Beira port expansion - Benchmarking international depths**

- Update of the terminal - challenges of the dredging project
- Cooperation mechanism for infrastructure development - road, rail and water way
- Proposed terminal facilities - opportunities: logistic providers
- Strategies to deal with double handling capacity - benefits

Prasad Rebala, Chief Operating Officer: Coal Terminal Beira, **Essar Bulk Terminal Limited**

Rail development: Overcoming challenges and development networks

11:30 **Sena line rehabilitation - Adapting railway networks to meet demand**

- Upgrading the Sena line - impact of the expansion on coal export
- Will the rail line be ready on time to meet estimated supply
- Capital raising strategies for the development and expansion upgrade
- Capacity - improving efficiencies
- Creating new rail networks for new projects to meet growing demand

Adelino Mesquita, Board Director: Operations, **CFM**

12:15 **What is governments plan to developing a rail regulator?**

- Is it necessary to have a National Railway Economic Regulator?
- Where should the independent railway economic regulator be housed, and how should the regulator be funded?
- Should it be a transport economic regulator, or only rail?
- Is there a need for a Regional Railway or Transport Regulator to promote seamless cross-border rail services, similar to road services?
- Third part rail access to promote regional seamless services
- The structure of competitive rail tariffs and access fees
- Should railway infrastructure and operations be split?

Debate:

Panelists:
Rosário Mualeia, President & Chairman, **CFM** & President, **Southern Africa Railways Association (SARA)**
Bo Giersing, Transport Specialist, **Trademark Southern Africa**
Air Commodore M T Karakadzai, General Manager, **National Railways of Zimbabwe (NRZ)**
Stephenson Ngubane, Chief Executive Officer, **Swaziland Railway**
Dominique Ntwaagae, Chief Executive Officer, **Botswana Railways**

13:00 Luncheon and exhibition viewing

14:00 **Vale- Developing a sustainable transport solution**

- Update of feasibility development

- Overcoming infrastructure challenges - building a 912km rail line connecting their coal mine with the port passing through Malawi
- Developing a coal-to-liquids projects - lessons learned

Vanderlei Marques, Director: Logistics Africa, **Vale Mozambique**

Future gas: Modernising Mozambique gas

14:45 **CNG network expansion programme - Impact on road transport infrastructure**

- Natural gas an alternative fuel
- Mozambique transport fleet
- Impact of natural gas on transport
- Overcoming challenges and implementation

Joao Das Neves, General Director, **Autogas SA**

15:15 Afternoon refreshments and exhibition viewing

Regional corridor development: Master plan projections

15:30 **Maputo corridor - Unlocking landlocked regions**

- Current project progress - road, rail, border post, port and terminal facilities
- Capital raising strategies for the implementing logistics: bulk going to quays, equipment and services
- Maintaining capacity - strategies for reducing congestion and maintaining throughput
- Lessons learned from the projects - opportunities and challenges
- Future plans: building a bulk terminal to handle demands from South Africa, Zimbabwe and Botswana

Barbara Mommen, Chief Executive Officer, **Maputo Corridor Logistics Initiative (MCLI)**

16:00 **Walvis Bay Corridor - Driving infrastructure**

- Current transport links - what is the state of transport infrastructure
- Trans-Kalahari Railway - how will this route affect Walvis Bay?
- Walvis Bay upgrade - plans to upgrade and handle increased quantities of cargo

Johny Smith, Chief Executive Officer, **Walvis Bay Corridor Group**

Finance and Investment

16:30 **Strategies for investing in Mozambique's transport infrastructure**

- Financing infrastructure development: what investors are looking for
- What are the key legal and regulatory considerations for foreign investors
- Strategies for mitigating risk
- Meeting the infrastructure funding gap

Aymen Ali, Principal Transport Engineer, **African Development Bank (AfDB)**

17:00 **Japan to finance new transport system study in Maputo**

- How is Japan's involvement in Mozambique's transport sector developing - financing road development and management system
- Developing a master plan to establish enhanced transport network, efficient transport and traffic management in the Greater Maputo
- An update of the funded transport infrastructure study: what does mean for city infrastructure development within SADC region

Katsura Miyazaki, Deputy Director General of Economic Infrastructure and Group Director of Peace Building and Urban and Regional Development, **Japan International Cooperation Agency (JICA)**

17:30 **Changing investment trends in Mozambique**

- Challenges for economic development in Mozambique - trends in Mozambique investment changing
- Knock on effects of changing trends in investment distribution
- Overview of investment trends - spinoffs' from new developments
- Social challenges vs investment opportunities - know how to use infrastructure as an instrument in the struggle against poverty

Lourenco Sambo, Director General, **Centro De Promoção De Investimentos (CPI)**

18:00 Closing remarks by chair and close conference

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Post conference masterclass: Thursday 14 March 2013

Delivering sustainable transport infrastructure : Economic perspective on transport and logistics costs

This masterclass will explore recent developments and focus on the legal and financial aspects of establishing infrastructure projects in the new infrastructure transport plan and how this will impact the logistic costs by addressing:

- Understanding the transport infrastructure landscape: how to combine a feasibility into the new infrastructure transport plan
- Creating a sustainable transport infrastructure: key factors to consider
- Investing: the challenges, success and future
- Maximising shareholder value
- Transport corridors: the impact of supply chain logistics on the economy
- How will local content influence procurement and contract policies



Workshop Leader:

Mark Pearson, Programme Director, **TMSA**

Mark has been working as an economist for about thirty years, mainly in Africa. Previously he was the Programme Director of the Regional Trade Facilitation Programme (RTFP), both programmes being financed by the UK Department for International Development (DFID). As the director he has developed and supervised implementation of pro-poor trade programmes; acted as adviser to the WTO LDC Group; been involved in trade policy and trade facilitation efforts at a regional level; and been instrumental in developing and implementing the COMESA-EAC-SADC tripartite process. As Regional Integration Adviser with COMESA he assisted in the implementation of the COMESA Free Trade Area and in the development of instruments to be used in the Customs Union. He was also instrumental in setting up the COMESA Fund; in developing the regional payments and settlement system; in developing the COMESA negotiating strategy for the ESA EPA; in coordinating the activities of the Regional Organisations in Eastern and Southern Africa; and in preparation of the Regional Strategy Paper and Regional indicative Programme.

Prior to working with COMESA, Mark worked for six years as an Adviser in the Zambian Ministry of Finance and Economic Development. He has also worked in Nigeria, Sudan and Northern Ireland.

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With delegates from all over SADC and access to top international solution providers, this is where you can meet key players on a face-to-face basis and make deals that will benefit your company

From:

- Port, rail and road operators
- Port, rail and road regulators
- Port authorities
- Corridor groups
- Investment and funding
- Government, municipalities and regulators
- Legal and transport advisors

Source new technology solutions

- Implement new technology into new and existing systems
- Regulate the technology being used in major projects
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- Implement insights on product innovation and technology updates
- Ensure zero down time to enhance sustainability
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Why Sponsor Transport Infrastructure Mozambique 2013

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- Maximise your market exposure and reach key decision makers
- Secure future business opportunities
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Why Exhibit

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Built in 1922 along sweepingly splendid lines, the magnificent Polana Serena Hotel has long been considered one of Africa's finest hotels. Located on the leafy boulevards of one of Maputo's most exclusive residential districts, the Polana Serena Hotel belongs to an elite class of world-famous hotels, which include such timeless legends as: Raffles Hotel, Singapore; the Dorchester, London and The Ritz in Paris.

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- For any cancellations received in writing not less than eight (8) days prior to the conference, you will receive a 90% credit to be used at another IQPC conference which must occur within one year from the date of issuance of such credit. An administration fee of 10% of the contract fee will be retained by IQPC for all permitted cancellations. No credit will be issued for any cancellations occurring within seven (7) days (inclusive) of the conference.
- In the event that IQPC cancels an event for any reason, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of cancellation.
- In the event that IQPC postpones an event for any reason and the delegate is unable or unwilling to attend on the rescheduled date, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of postponement.
- Except as specified above, no credits will be issued for cancellations. There are no refunds given under any circumstances.
- IQPC is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. IQPC shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable, illegal or impossible.
- For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergency.

PROGRAMME CHANGES

- Please note that speakers and topics were confirmed at the time of publishing; however, circumstances beyond the control of the organisers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, IQPC reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

YOUR DETAILS

- Please email our database manager at enquiry@iqpc.co.za and inform him/her of any incorrect details which will be amended accordingly.