

**20 YEARS OF OPERATIONAL EXCELLENCE,
CONTINUOUSLY IMPROVING EFFICIENCY
AND PRODUCTIVITY**



Cornelder
de Moçambique



WELCOME TO

**19th Intermodal
AFRICA
2018**



IMPROVING PORT EFFICIENCY FOR ECONOMIC AND TRADE GROWTH

THE PORT OF BEIRA

HOTEL LUNAMAR, BEIRA, 28 DE MARÇO DE 2018



CORNELDER DE MOÇAMBIQUE

20 YEARS OF OPERATIONAL EXCELLENCE

MISSION

To make the Port of Beira the primary port of choice for the Southern African hinterland by providing world class, customers focused port services with the highest standards in efficiency, reliability and security.



Cornelder



25 years Concession since 1998
Container and General Cargo Terminal
Terminal Management, Cargo Handling & warehousing.
700 own employees, + subcontractors



BEIRA PORT TERMINALS





IMPROVING PORT EFFICIENCY FOR ECONOMIC AND TRADE GROWTH

A well functioning Port can be an engine of growth, but it is part of a chain. For efficiency one needs to also look at:

LAND TRANSPORT



SEA TRANSPORT

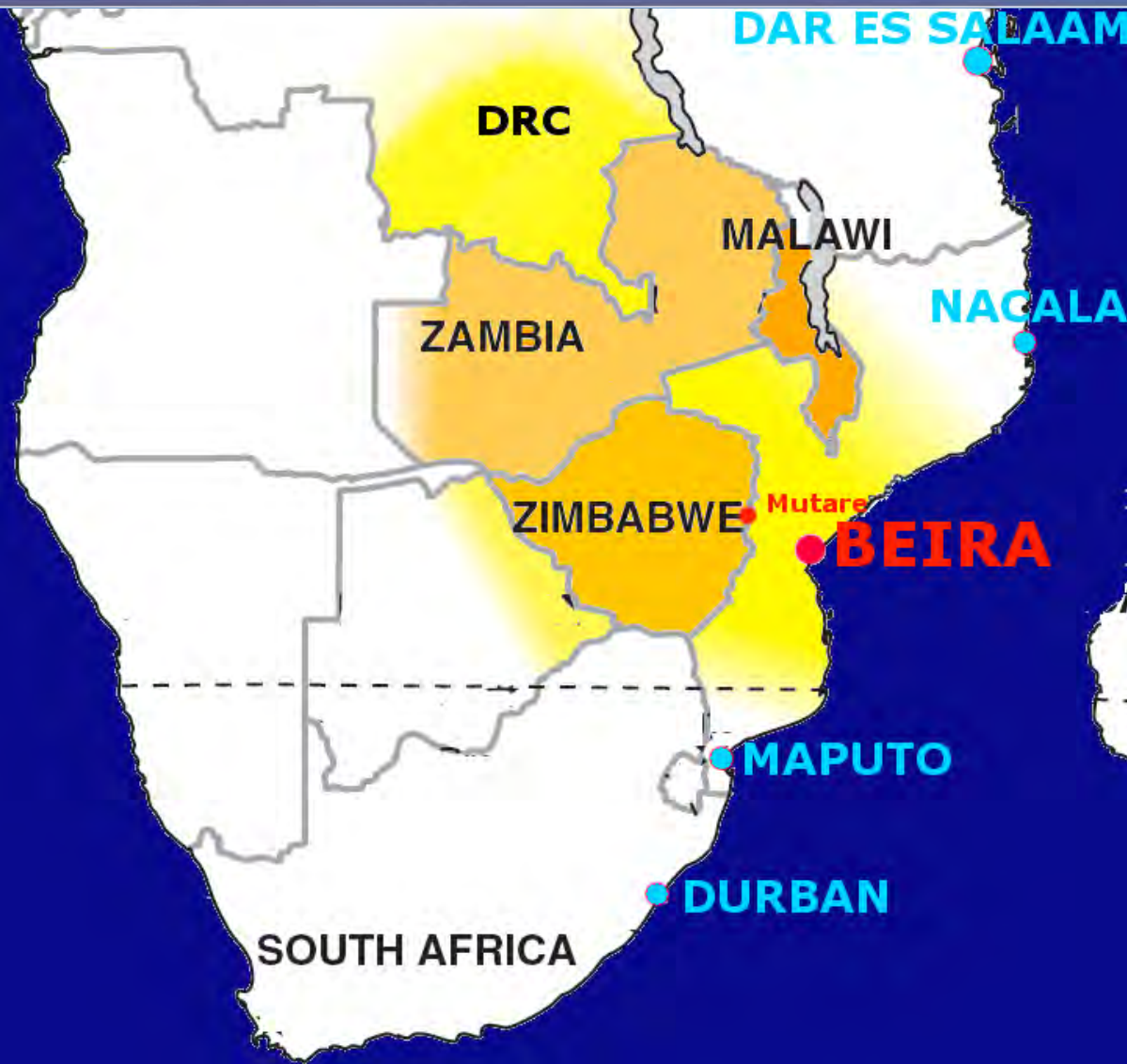


TRADE FACILITATION



Therefore, for efficiency and economic growth, one must look at a Corridor.

THE BEIRA CORRIDOR HINTERLAND





Beira Corridor – Land Transport

ROAD DISTANCE IN KM

PORTOS	<i>Lusaka</i> ZAMBIA	<i>Kitwe</i> ZAMBIA	<i>Lubumbashi</i> DRC	<i>Harare</i> ZIMBABWE	<i>Bulawayo</i> ZIMBABWE	<i>Blantyre</i> MALAWI	<i>Lilongwe</i> 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

Railway network

Machipanda Line
Beira → Zimbabwe → Zambia
Extension: 2557 Km.

Sena Line
Beira → Moatize
Extension: 611 Km





Roads & Rail Development



Machipanda
Railway line
rehabilitation



Machipanda
Road Construction





BEIRA CORRIDOR: SEA CONNECTIVITY



MAERSK



- Beira no longer a mere feeder port but well integrated into the Southern and Eastern African shipping networks.
- Direct calls from the worlds largest shipping lines.



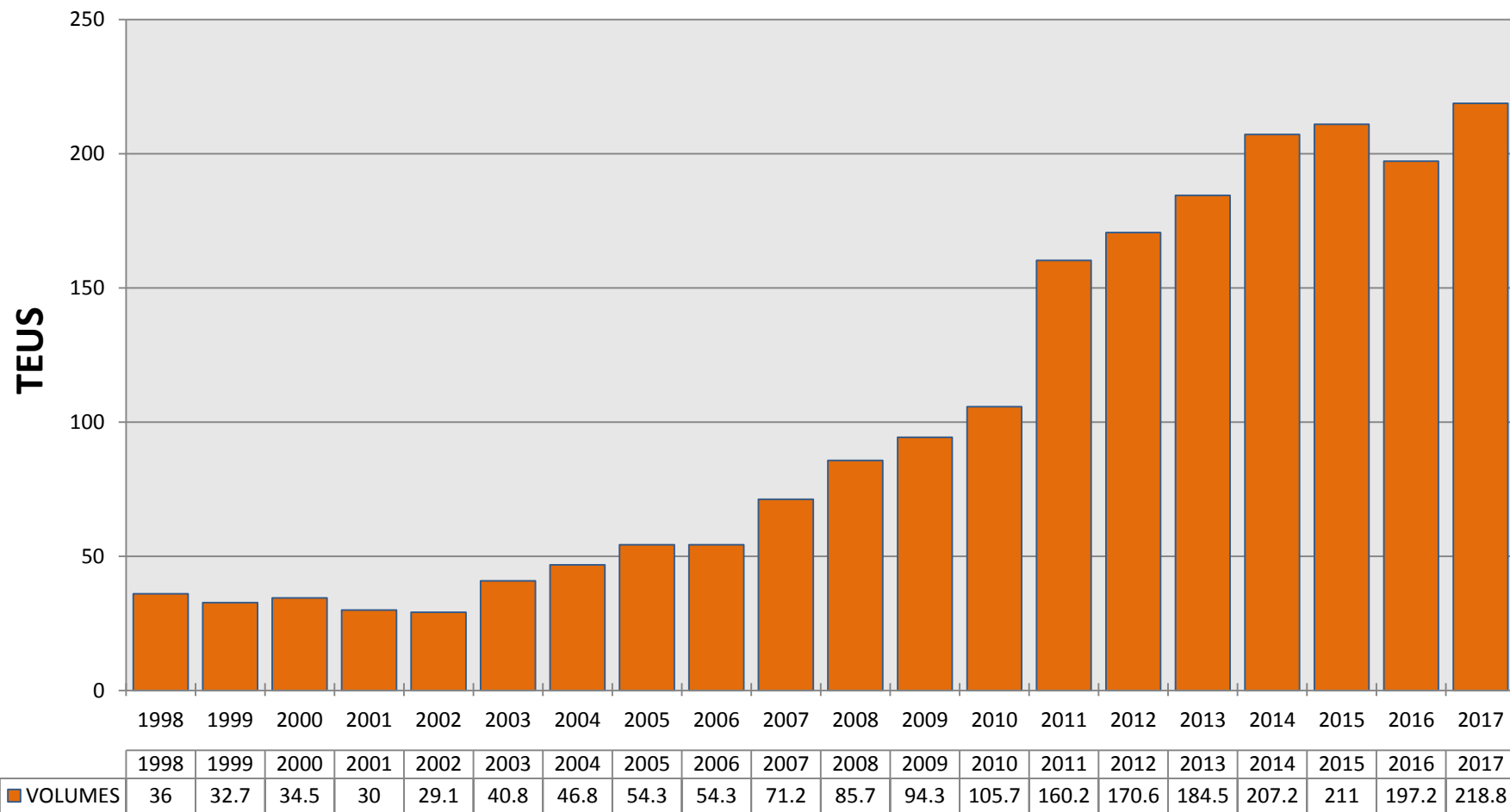
Dredging of Access Channel





PORT OF BEIRA CONTAINER TERMINAL







ORIGINAL CAPACITY: 100.000TEU / YEAR

HOW WAS OVER 200.000TEU REACHED?

**INVEST IN EQUIPMENT
& INFRA & SYSTEMS**

TRAINING

**PROCEDURES & RULES
+ STAKE HOLDER COLLABORATION**



2010

- Moves per day: ~300
- Truck Turn around: >4 h
- Vessel Productivity 15 moves /hr.
- Dwell Time: ~20 days

2017

- Moves per day: ~600
- Truck Turn around: 45min
- Vessel Productivity 40+ moves /hr.
- Dwell Time: < 10 days



Equipment & Productivity Improvements

Equipment & Infra

- 4 x STS Gantry Crane (2 x 65t Twin).
- 21 Reach stackers.
- 35 Terminal Tractors / Trailers
- Empty Yard Expansion.
- Full yard Expansion.

IT Systems



- Vehicle mounted computers introduction.
- Vessel Planning System introduction.
- Navis N4 TOS Introduction

Training

- Intensive Training Program for staff;
- Operators trained using simulators & on machines;
- All operators certified.








CERTIFICAÇÕES





Corridor & Stake holder Improvements: **Essential for Efficiency**

-  **Electronic Customs System allowing quick clearance;**
-  **Professional Vessel & Cargo Agents;**
-  **Improvements in Trucking and Rail;**
-  **Various Bonded Warehouse & CFT's around Beira;**
-  **Dredged channel allowing reliable shipping schedules.**



Stricter Rules

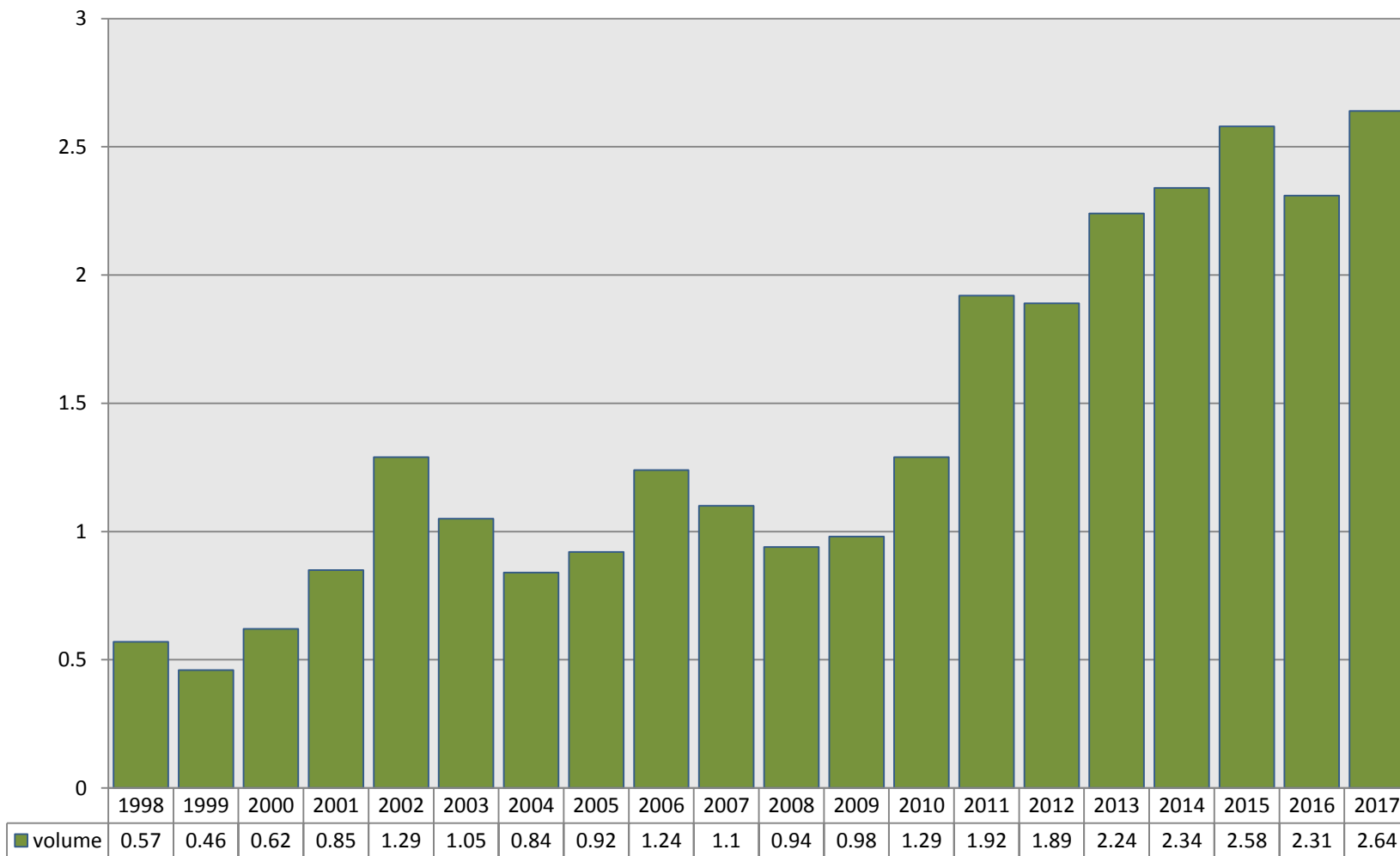
-  **Stack opening and closing dates;**
-  **Limited storage periods;**
-  **Better coordination with shipping lines, stricter schedules.**



GENERAL CARGO TERMINAL



- ☉ 680m Quays;
- ☉ 15.000m² Covered Storage;
- ☉ 150.000m² Open Storage;
- ☉ 50.000t Bulk Cereals Storage;
- ☉ Forklifts 3-50t;
- ☉ Bagging Machines / Hoppers / Grabs;
- ☉ 2 x Mobile Port Crane;
- ☉ heavy lift cranes on hire in town.





GENERAL CARGO TERMINAL

Main Cargoes

 *Fertilizer*
 *Clinker*

 *Cereals*
 *Sugar*

 *Bulk Minerals*
 *Granite*

 *Equipment*
 *Project Cargo*





Terminal allowing quick response: Example: **2016 Drought relief campaign**

3 Months after receiving major drought advise from Zimbabwean Government

- ☰ Warehouse conversion into 25.000t cereal storage facility.
- ☰ Acquired and commissioned 2 Materials Handlers, 2 debulking trailers, 2 bagging machines.
- ☰ Organized a 12.000t Maize “Bunker”.



PREPARING BEIRA PORT FOR FURTHER GROWTH

-  General Cargo Terminal
-  Container Terminal





CONTAINER TERMINAL – Expansion plans

Gradual Increase of capacity to 700.000 TEU

- 🌐 Upgrade of Quay Capacity.
- 🌐 Upgrade of Yard Capacity.
- 🌐 Upgrade of Accessibility Infrastructure.
- 🌐 Upgrade of Systems.





2018

Internet Portal &
🌐 Online Truck Appointments

🌐 Billing Automation

🌐 Increased EDI Usage

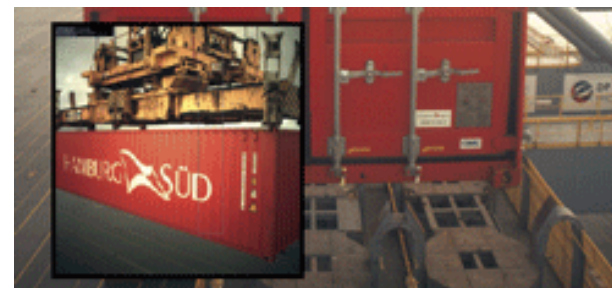
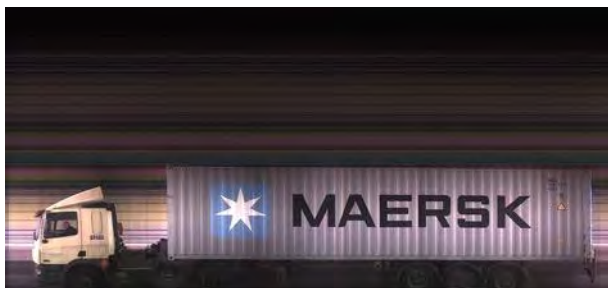


2019 & 2020

🌐 Installation of OCR Systems

🌐 Gate

🌐 Cranes





3 Phases



Access Infrastructure – Phase 1

Completed





4 Phases

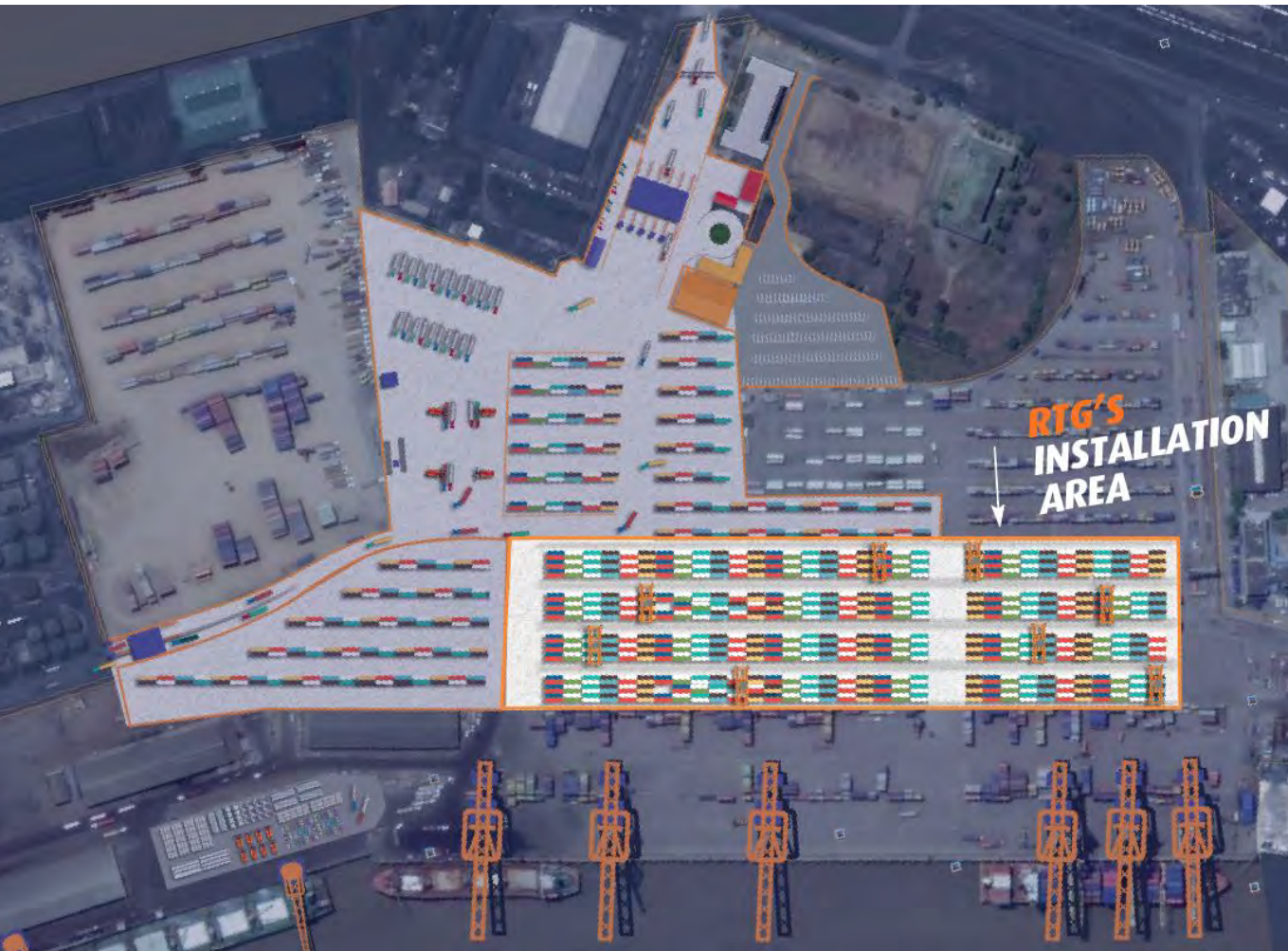


Container Yard Upgrade Phase 1 Completed





Rubber Tired Gantry Cranes





- Existing Quays can accommodate 6 Gantry Cranes;
- Step 1: 2013 2 x additional twin lift cranes;
- Step 2: 2018: Upgrade of existing cranes, Positioning systems, OCR;
- Step 3: 2 x additional Gantry Cranes, 6 in total.



Future Container Terminal



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General Cargo

– Expansion plans

Investing in flexible capacity

Cornelder
de Moçambique s.a.





2018 & 2019 – General Cargo TOS

 Terminal Operating System



 Integration with Gates and Weighbridges



 Online Portal + truck appointments



 Truck Flow Management





B.G.T

New Entrance

Fertilizer Terminal

Fertilizer Terminal

Multi Purpose Terminal (Paved)
Chrome Ore,
Granite Blocks
Project Cargo & Equipment
Phase 01

Multi Purpose Terminal (Paved)
Chrome Ore,
Granite Blocks
Clinker
Project Cargo & Equipment
Phase 02

Unpaved Area

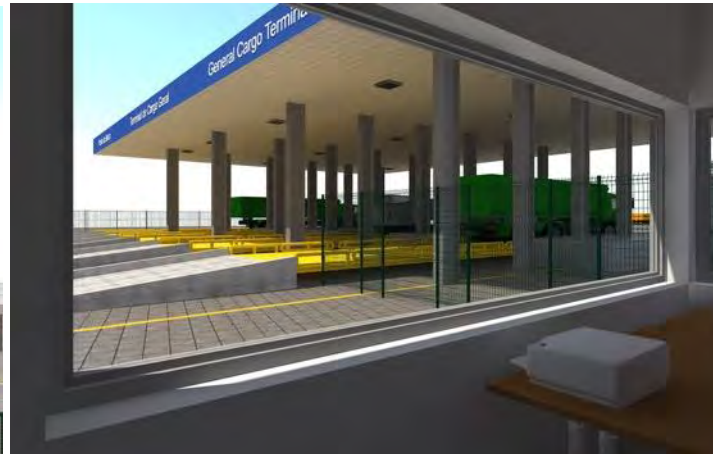
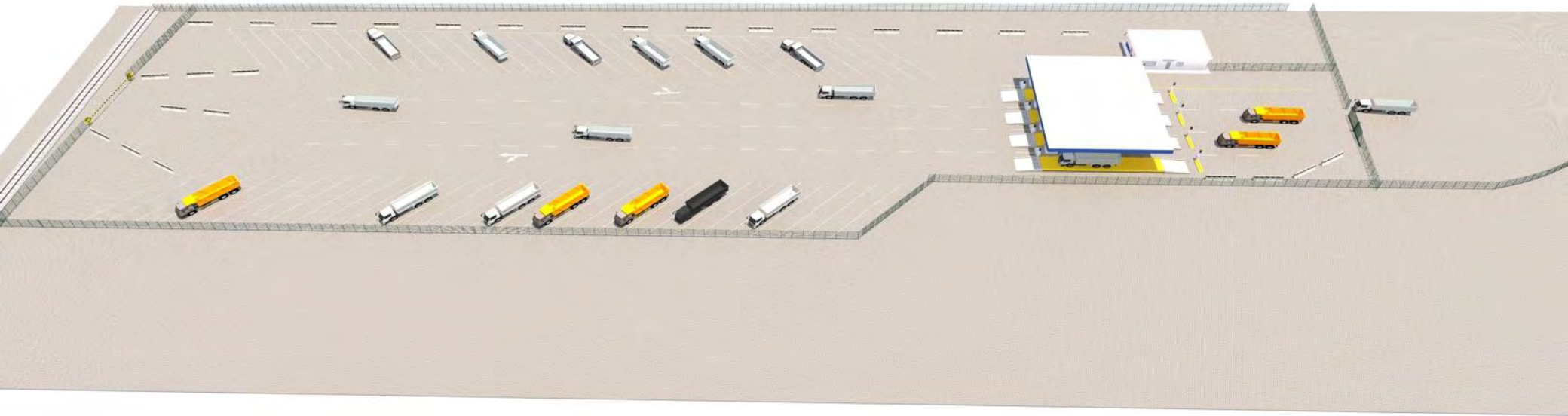
Future Expansion Area

Unpaved Area

Other / to be determined
future development

New Exit

New Terminal Entrance



New Terminal Exit



Multi Purpose Terminal



Granite



Chrome



Equipment



Clinker





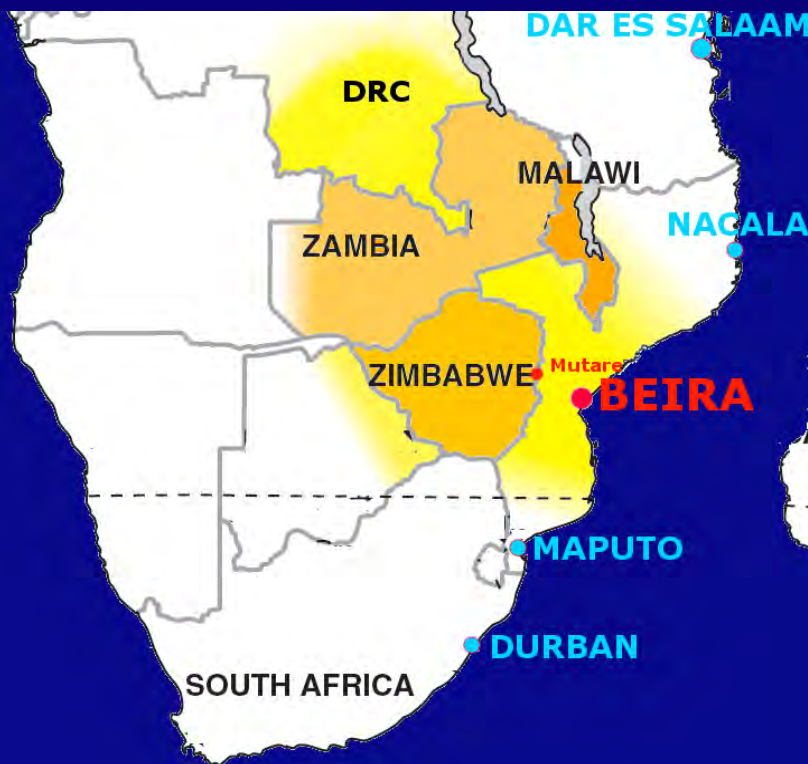


-  Pedestrian Access
-  Terminal Offices
-  Firefighting Base
-  Customs warehouse





Economic Impact of increased efficiency?



- Economies of scale.
- More competitive logistics.
- Lower cost of trade for land locked countries.
- Corridor becoming a logistics hub.
- Competitiveness as manufacturing location.

Obrigado!

PORTO DA BEIRA


CORNELDER DE MOÇAMBIQUE, SA

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 WORKING HOURS

24/24

 OUR LOCATION

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SOFALA - MOZAMBIQUE

TALKTOUS!

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