

# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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### **I. STEMA, SA as a Maputo Corridor User**

*What is STEMA*

### **II. WHY is STEMA important**

### **III. The Corridor where STEMA is**

### **IV. STEMA present strategy to contribute to the efficiency of the Corridor**



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## What is STEMA

### SILOS E TERMINAL GRANELEIRO DA MATOLA



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- ❖ Is a Grain Terminal
- ❖ Located at the Port of Matola
- ❖ One of the Leaders in Bulk Grain Handling in Mozambique



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- ❖ **It was established as a company in 1996**
- ✓ started as Food Security Project financed by Germany Government after the 1991 floods



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## ❖ The present Shareholders are

- IGEPE (Management Institute for State owned Shares) - 56%



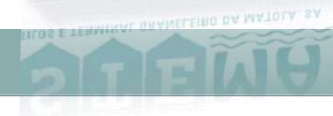
- National Treasury (Economy and Finance Ministry ) – 44%



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## Why is STEMA important?



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## ❖ THE COMPANY DEALS WITH FOOD





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❖ **THE COMPANY DEALS WITH FOOD**

❖ **THE COMPANY DEALS WITH CEREALS**



❖ **Maize**



**Rice**



**Wheat**



**Soya**



**Malt**



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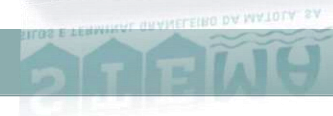
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❖ **THE COMPANY DEALS WITH FOOD**

❖ **THE COMPANY DEALS WITH CEREALS**



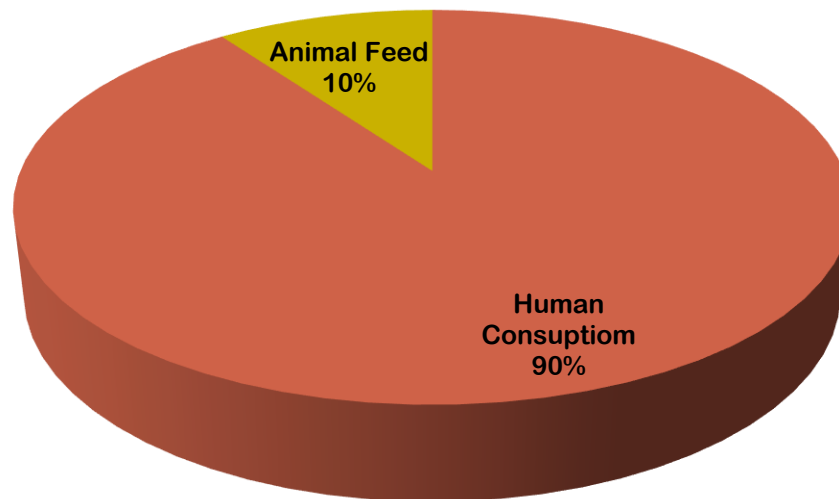
❖ **IT IS A MARITIME TERMINAL**



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## Rice

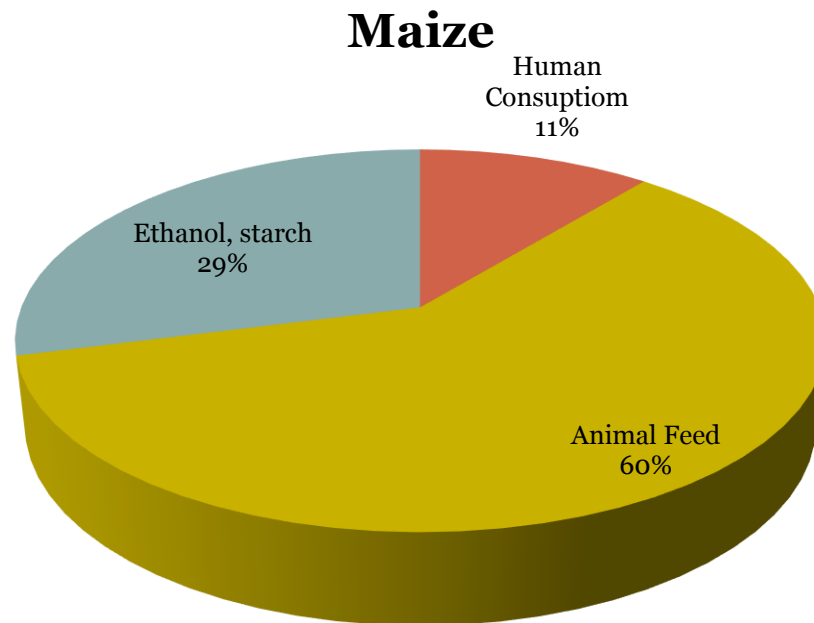


*Source: Caroline Bain, The Economist, 2014*



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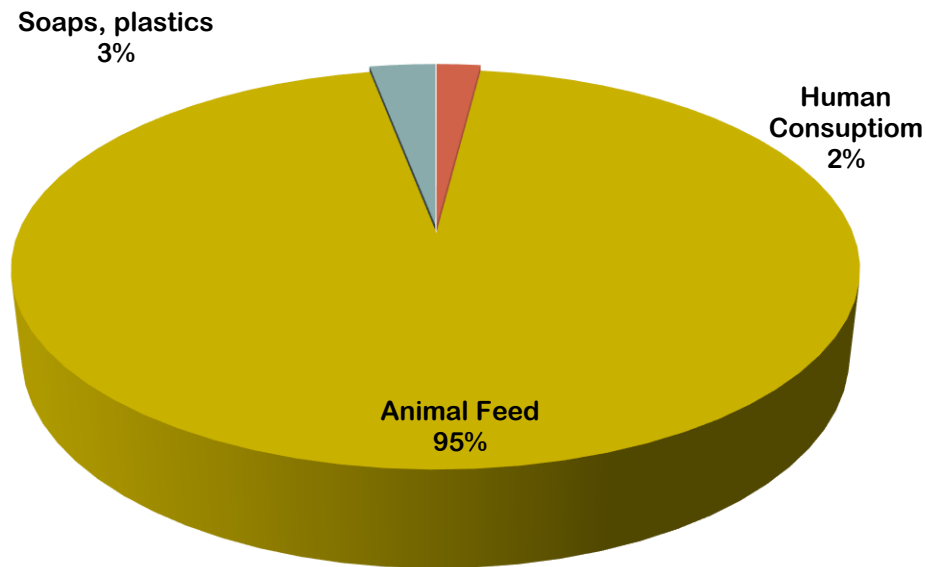
*Source: Caroline Bain, The Economist, 2014*



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## Soyabeans

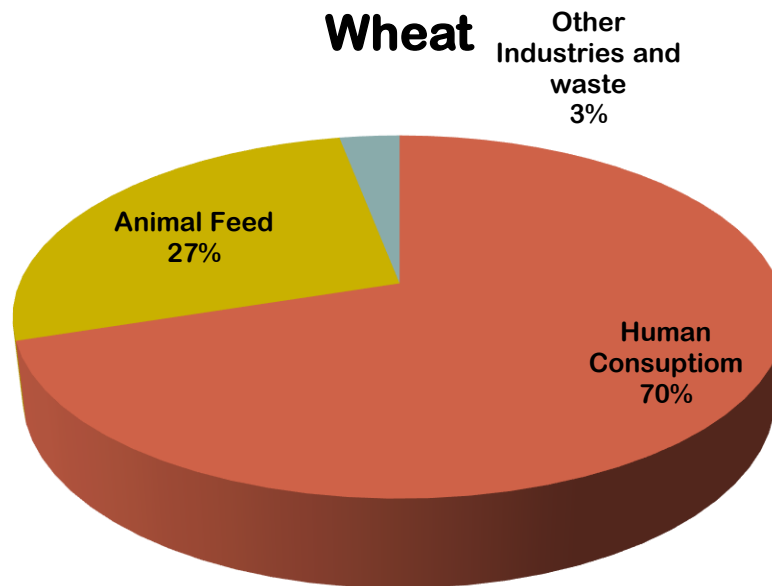


*Source: Caroline Bain, The Economist, 2014*



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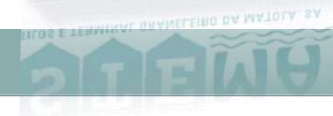
*Source: Caroline Bain, The Economist, 2014*



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- ❖ **STEMA core business is to supply logistic services for handling mainly bulk grain**
  - ✓ To the Mozambican milling industry and some SADC countries
  - ✓ Agriculture commodities traders



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## THE MAIN SERVICES ARE

- ✓ Ship unloading (bulk commodities)
- ✓ Truck unloading (bulk commodities)
- ✓ Rolling stock unloading (bulk commodities)
- ✓ Grain cleaning (bulk)
- ✓ Storage in Silos





# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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- ✓ **Fumigation**
- ✓ **Bagging**
- ✓ **Ship loading (bulk commodities)**
- ✓ **Truck loading (bulk commodities)**
- ✓ **Rail Wagons loading (bulk commodities)**



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## INFRASTRUCTURE /EQUIPMENT SILOS

- ❖ 27 Concrete Silos (Units in line of 9x3)
- ❖ Total capacity 45.000 MT (1700 each)



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## **INFRASTRUCTURE /EQUIPMENT MARITIME TERMINAL**

- ❖ 55 m of berthing length
- ❖ Capacity to handle up to 40.000 Ton (11 m draft)



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## **INFRASTRUCTURE /EQUIPMENT** **MARITIME TERMINAL**

- ❖ **Mobile Pneumatic Ship unloader**
  - ❖ 250 MT/h (Standard Weather Conditions)
- ❖ **Loading Capacity**
  - ❖ 500 MT/h



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## INFRASTRUCTURE /EQUIPMENT TRUCKS TERMINAL

- ❖ **Loading capacity:**
  - ❖ 200 MT/h (two Sides)
- ❖ **Unloading capacity:**
  - ❖ 150 MT/h (two sides)

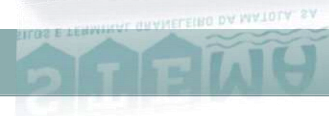


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## INFRASTRUCTURE /EQUIPMENT RAIL TERMINAL

- ❖ **Loading capacity:**
  - ❖ 100 MT/h
- ❖ **Unloading capacity:**
  - ❖ 100 MT/h
- ❖ **Private Locomotive**
  - ❖ 350 Ton Capacity
- ❖ **Dedicated Railway 2 x 1000 m (can accommodate 40 wagons)**



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## **INFRASTRUCTURE /EQUIPMENT**

### **PROCESSES CONTROL FOR LOADING AND UNLOADING**

- ❖ **Automatic and fully computerized system (PLC)**  
– **Siemens S5**



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## **INFRASTRUCTURE /EQUIPMENT PROCESSES CONTROL FOR LOADING AND UNLOADING**

❖ Fully Integrated weighting system





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## INFRASTRUCTURE /EQUIPMENT OTHER INFRASTRUCTURE

- ❖ 700 m of fully covered belt conveyor from the maritime Terminal to the Silos

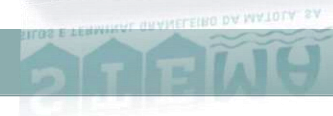


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## **STRATEGICAL LOCATION**

- ❖ **STEMA PLAYS A VERY IMPORTANT ROLE IN THE SOUTHERN AFRICA REGION**
- ❖ **STEMA CAN BE A HUB FOR IMPORTS AND EXPORTS OF GRAIN TO THE HINTERLAND COUNTRIES OF THE SOUTHERN AFRICA REGION**

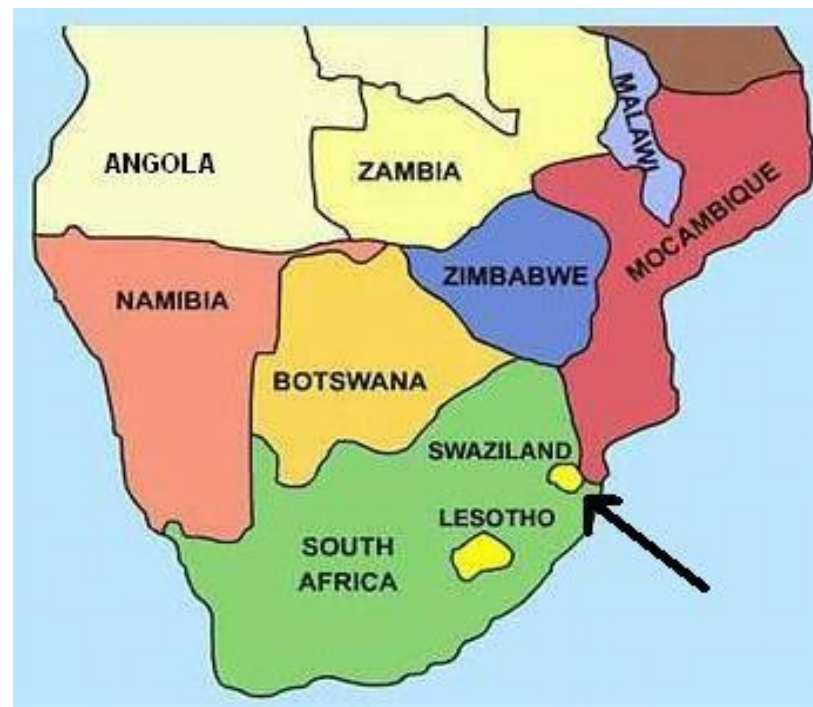


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## Strategical location

FROM STEMA SILOS TO	BY ROAD	BY RAIL
Joanesburgo	585 Km	586 Km
Witbank	432 Km	440 Km.
Belfast	317 Km	339 Km
Nelspruit	246 Km	201 Km.
Koomatiport	119 Km.	93 Km
Bulawayo	1109 Km	1083 Km
Gaberone	957 Km	
Maseru	940 Km	1047 Km
Matsapa	207 Km	219 Km

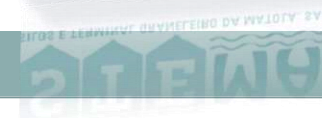


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❖ **THAT IS WHY**

❖ **WE STRIVE TO BE ONE OF THE BEST GRAIN  
TERMINAL IN THE REGION**



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➤ **BY SUPPLYING GOOD SERVICES**



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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- **BY SUPPLYING GOOD SERVICES**
- **BY KEEPING OUR PROCESSES AND PROCEDURES UNDER THE INTERNATIONAL STANDARDS**



# **THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR**

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- **BY SUPPLYING GOOD SERVICES**
- **BY KEEPING OUR PROCESSES AND PROCEDURES UNDER THE INTERNATIONAL STANDARDS**
- **BY COMPLYING WITH ALL INTERNATIONAL REGULATIONS FOR THE INDUSTRY**



# **THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR**

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- **BY SUPPLYING GOOD SERVICES**
- **BY KEEPING OUR PROCESSES AND PROCEDURES UNDER THE INTERNATIONAL STANDARDS**
- **BY COMPLYING WITH ALL INTERNATIONAL REGULATIONS FOR THE INDUSTRY**
- **INVESTING IN CONTINUOUS TRAINING OF OUR LABOUR**





# The Corridor where STEMA is – Maputo Corridor



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## ❖ THE PRESENT SITUATION

- NOT HARMONIZED LEGAL FRAMEWORK (PROTECTIONISM)
- POOR INFRASTRUCTURE (E.G. RAILWAYS, TECHNICAL CONSTRAINS, UNAVAILABILITY OF WAGONS)
- LACK OF EFFICIENCY FROM THE SERVICE PROVIDERS



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## ❖ THE PRESENT SITUATION

- HIGH CUSTOMER TAXES
- HIGH SERVICE FEES (E.G. KUDUMBA, PARKING FEES, ETC)
- BUREAUCRACY AND TIME CONSUMING PROCEDURES (Km 4, Crossborder, Km7)



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## ❖ CONSEQUENCES

- ❖ Slow turnaround
- ❖ Lack of Competitiveness
- ❖ High price of products to the final consumer



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## ❖ CONSEQUENCES

- Diversion of Cargo to other Ports and Corridors
- Barriers to Free Trade
- Inefficiency of the Corridor



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## ❖ **POTENTIAL SOLUTIONS**

- Active engagement of all Governments and decision makers
- PPP (Public Private Partnership) where necessary



# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## ❖ POTENTIAL SOLUTIONS

- Simple and clear procedures
- Lower costs of services and better efficiency
- More investments on infrastructures



# **STEMA strategy to contribute to the Corridor Efficiency**





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## STEMA HAS IDENTIFIED HOW TO POSITION ITSELF



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# THE USER'S PERSPECTIVE ON REGIONAL INTEGRATION ON THE MAPUTO CORRIDOR

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## STARTED THE EXPANSION OF ITS INFRASTRUCTURE



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## I. EXTENDING THE BERTH OF THE MARITIME TERMINAL



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- ❖ II. ERECT MORE SILOS (UP 110.000 Ton) AND OTHER HORIZONTAL WAREHOUSES



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## ❖ III. UPGRADING THE UNLOADING EQUIPMENT (400-600 MT/H)



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- ❖ IV. Dredge the access to the maritime terminal from 11 to 14 meters



**EMA**  
GRANELEIRO DA MATOLA, SA

SISTEMAS E EQUIPAMENTOS  
SOLUÇÕES EM PORTOS

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❖ **THE COMPANY IS AN ACTIVE  
MEMBER OF MCLI (MAPUTO CORRIDOR  
LOGISTIC INITIATIVES)**



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***THANK YOU  
OBRIGADO***

