



Creating Economic Value and Improved Developments Through Port Cooperation **‘The example of Mozambique & La Réunion’**

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Crystelle Coury, Director General, Chamber of Commerce & Industry France-
Mozambique (CCIFM)

| KEY INDICATORS OF MOZAMBIQUE

- ▶ Population 2022: **33.1 million** (1/3 urban), for an area of 800,000 km².
Population density : **41,3 hab/sqkm**.
- ▶ UNDP HDI ranking: **140th / 189 countries**.
- ▶ Language: **Portuguese** (independence from Portugal in 1975)
- ▶ Employment/sector: **Agriculture 73.2%**, Services 22.4%, Industries 4.4%.
- ▶ Main trading partners: South Africa, China, India, Netherlands.
- ▶ Growth rate: -1.2% (2020); 2.2% (2021); **4.15% (2022)**; est. +10% (2026-27)
- ▶ GDP: \$15.3B (2019); \$14.0B (2020); \$16.1B (2021); **\$17.85 (2022)**
- ▶ Inflation: 2.7% (2019); 3.1% (2020); 6.18% (2021); **9.77% (2022)**



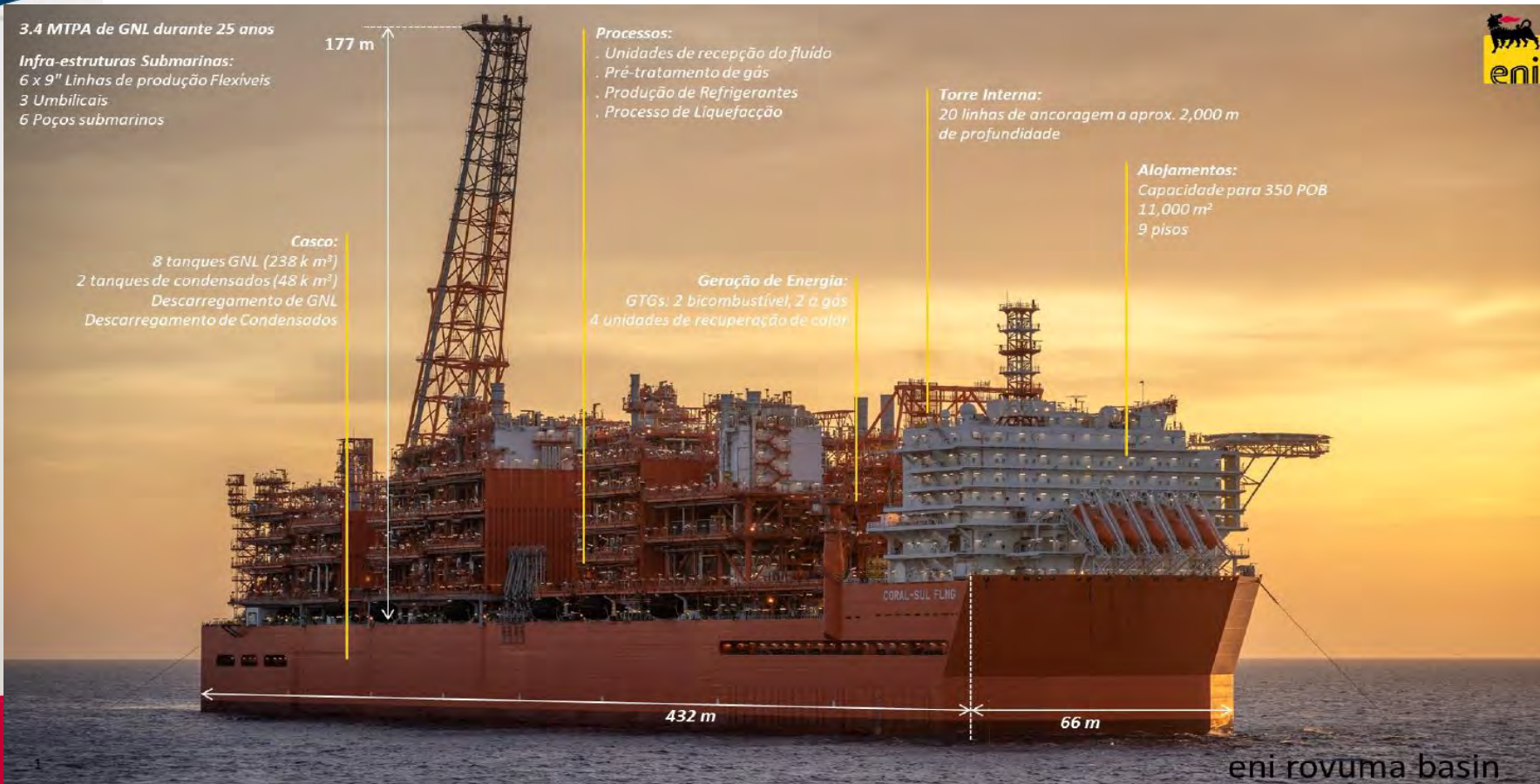
MOZAMBIQUE, A LAND OF OPPORTUNITIES

- ▶ A **large country** of 800,000 km² (1.5 times the size of France), with a **young population** (2/3 under 25 yo, 3% over 65 yo)
- ▶ A **strategic geographic location** with a long coastline on the Indian Ocean (2700 km)
 - Proximity to the South African market and the Indian Ocean zone
 - A logistics corridor for South Africa and landlocked countries
- ▶ **Significant mineral resources**: coal, aluminum, ilmenite, graphite, ruby (1st world producer)...
- ▶ **'Future gas eldorado'** with the world's 12th largest gas reserves and the potential to be in the Top 5 LNG producers and exporters:
 - Approximately 1.840 billion m³ of recoverable natural gas, equivalent to 12 billion barrels of oil discovered in Offshore 1
 - Development of energy capacity
 - The necessary construction of supporting infrastructure

Many business opportunities
energy ; infrastructure ; logistics & transportation; services to extractive industries; equipment & machinery; farming & fishing; training; tourism...

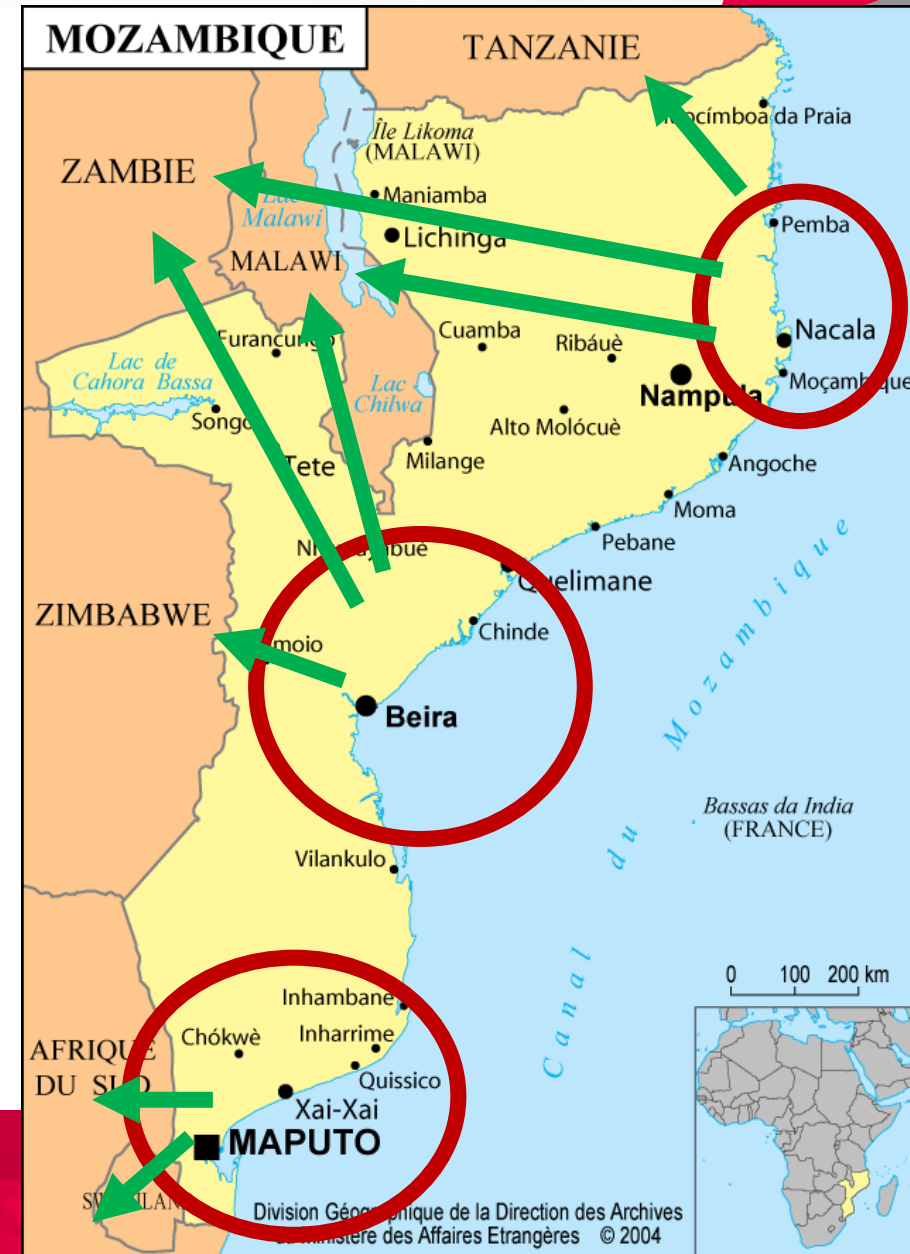
ENERGIE: OIL & GAS

- ▶ ENI's floating LNG unit (FLNG), *Coral Sul*, started production in Nov. 2022 (USD 8 billion).
- ▶ Two other large gas projects are planned: *Mozambique LNG* operated by TotalEnergies (23.5 billion USD) suspended for 'force majeure' and *Rovuma LNG* operated by ExxonMobil (25 billion USD) awaiting a final investment decision.



INFRASTRUCTURE, TRANSPORT & LOGISTICS

- ▶ 5 key ports in Mozambique, Maputo, Beira and Nacala being the most important ones.
- ▶ 3 logistics corridors serving inland areas and neighbouring countries
Maputo Corridor (South; for South Africa and Eswatini)
Beira Corridor (Center; for Malawi, Zambia, Zimbabwe and DRC) and
Nacala Corridor (North; for Malawi, Zambia, Zimbabwe, DRC and Southern Tanzania).
- ▶ Transport projects worth an estimated USD 17 billion are in the pipeline, including the increase of rail links to ports, expansion and upgrade of ports to allow greater export, upgrade of airport infrastructure etc.



'LOCAL CONTENT' COOPERATION PROGRAM MOZAMBIQUE-LA REUNION



- ▶ Initiators of the program:
 - **GPMDLR** (Grand Port Maritime de La Réunion)
 - **CFM** (Portos e Caminhos de Ferro de Moçambique)
 - **CCIFM (Chambre de Commerce et d'Industrie France-Mozambique)**
- ▶ Cooperation project financed by **the EU (INTERREG V) and Région Réunion**, to promote the creation of an economic and trading area between Mozambique and Réunion.

3 Actions :

Action 1.1

Collaboration avec la **CFM**, autorité portuaire de la province de Cabo Delgado du Mozambique, visant à échanger des bonnes pratiques entre autorités portuaires

Action 1.2

Collaboration avec la **CCI France-Mozambique**, visant à fédérer au Mozambique un comité logistique d'entreprises mozambicaines, favorisant les relations entre les membres des 2 communautés portuaires

Action 2

Programme de formation dit Local Content Compliance, visant à proposer à du personnel des entreprises mozambicaines du secteur industrialo-portuaire des formations au Mozambique et à la Réunion

| BENEFICIARIES AND PARTNERS

▶ Beneficiary organisations in Mozambique:

Public Organisations: CFM and ITRANSMAR (Maritime Authority of Mozambique)

Private companies member of the CCIFM:



▶ The companies and organisations part of the Port Cluster of Port Réunion :



| PHASES OF THE TRAINING PROGRAM



- ▶ Launch of a survey to identify the **'gaps'** and missing skills
- ▶ Identification of 3 professions: **Maintenance Mechanics, Sailors and Dockers**
- ▶ Design and implementation of the training program:

** Selection of the training partners through a **'public tender'**: HSE, technical training, English language course etc.

** Organisation of two-way 'technical visits': from Réunion to Mozambique, then from Mozambique to Réunion.

** Meeting (and convincing!) the partner companies in La Réunion:
*“why should we actually do **this?**”*



| VISIT TO LA REUNION (Dec 4- 9 2022)

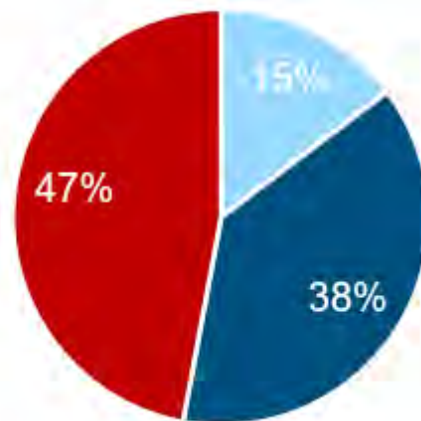


VISITS IN MOZAMBIQUE (Sept. 2022 & April 2023)

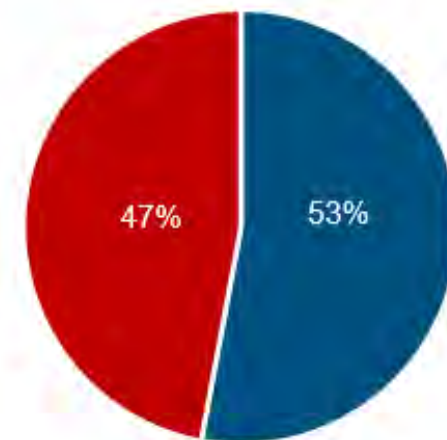


| PROFILE OF MOZAMBICAN CANDIDATES

Répartition Filières



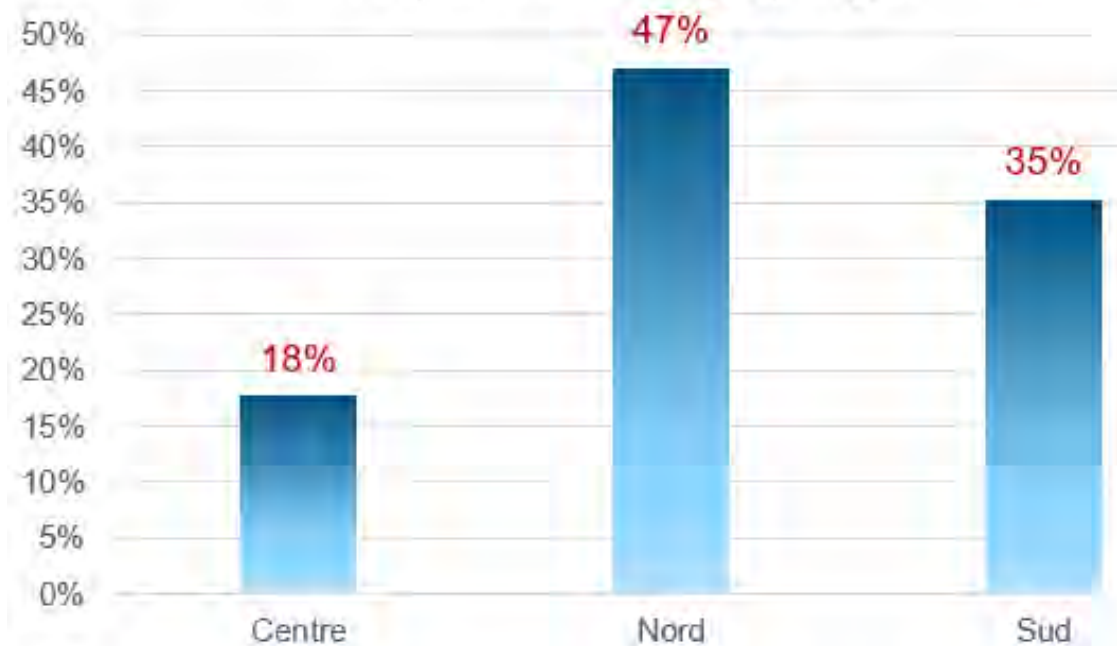
Répartition Public-Privé



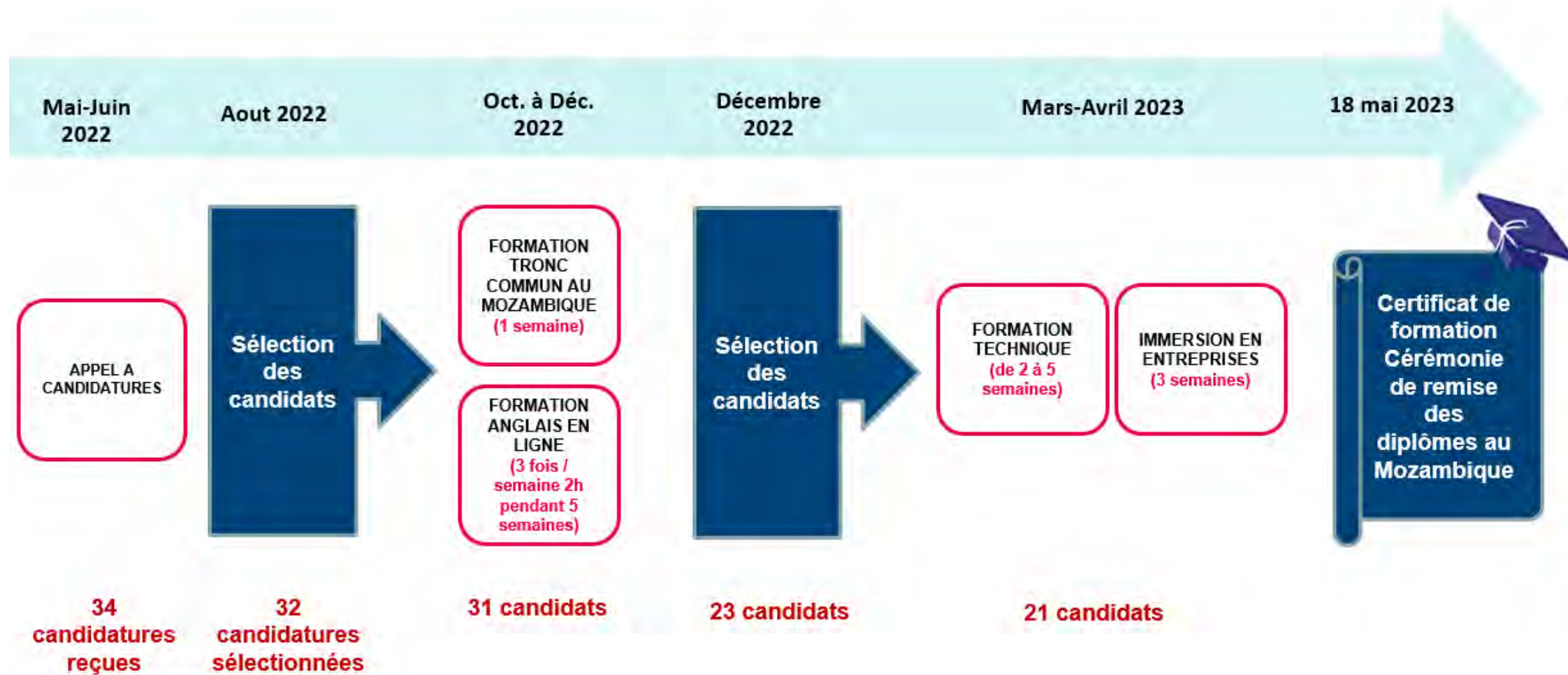
Marins Dockers Meca.Maintenance

PRIVE PUBLIC

Répartition Géographique



THE DIFFERENT STEPS OF THE PROGRAM



| TRAINING IN MOZAMBIQUE: 31 people



Ascending Training centers in Matola and Pemba.

- HSE
- Fire fighting
- Risk prevention
- First aid
- Personal protective equipment
- Working at heights



| TRAINING IN MOZAMBIQUE



3 FILIERES

Mécanicien de maintenance



FORMATION TECHNIQUE

- Habilitation électrique non électricien
- Conduite d'engins Pont et Nacelle
- Initiation à la mécanique navale

Docker



- CACES conduite engin catégorie 4
- Equivalent CQP Dockers

Marin



- Perfectionnement maritime
- Navigation
- Exploitation du navire
- Certificat de base à la sécurité

IMMERSION EN ENTREPRISE

- Piriou
- Actemium
- Altrad

- La COR
- La Perrière
- GPMDLR

- Boluda
- DMSOI
- Réunimer

| TRAINING IN LA REUNION



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CERTIFICATES AWARDS CEREMONY - May 18 2023



| KEY TAKE AWAYS

- ▶ Human challenges : linguistic and cultural barriers
- ▶ Logistical issues
- ▶ **'Trust'** and **'support'** challenges for this first of its kind project

BUT WITH THE UNDERLYING CERTAINTY: "The whole is greater than the sum of its parts" (Aristotle)

CONCLUSION:

- ▶ Despite the ups and downs, the program was a major success!
- ▶ We have a strong and shared ambition to pursue this cooperation, within the frame of the "Indo-**Pacific**" economic framework, involving all our territories: Asia, the Indian Ocean, Southern and East Africa.



Crystelle COURY
Directrice Générale



+258 84 180 1125



crystelle.coury@cciframoz.fr

Merci!
Obrigada!