



# **SME AISLE 2019**

**10 November 2019, Stockholm**

**TRANSNAMIB**



**transnamib**  
rail it!

## **1. SOE**

- **100% owned by GRN**
- **Rail Operations & Property service**

## **2. Current TN PPP's**

- **Swakop Hotel**
- **GPT – Sleeper factory**
- **Namrail – Railway construction/rehabilitation**

## **3. Rail infrastructure & Rail Operations**

- **GRN owns rail infrastructure**
- **TransNamib sole Rail operator**



# KEY FIGURES

- **1,281 employees**
- **Locomotive km's pa. = 2,4m km**
- **Annual tonnage = 1,59 m**
- **Annual Turnover = N\$ 486 m**
- **Asset value = > N\$ 3 bn (Undeveloped & old)**

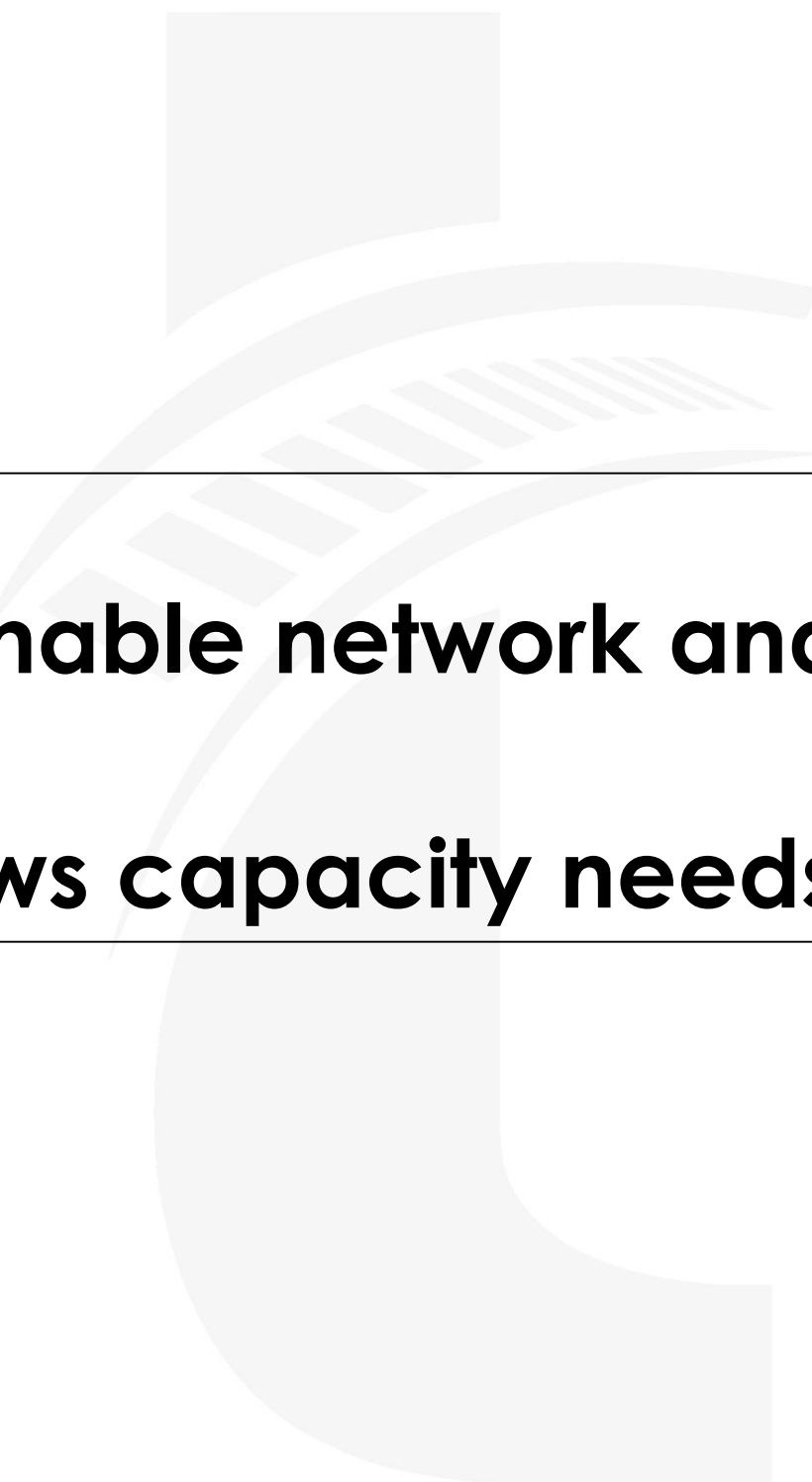


# SO WHAT DO WE MOVE?



- 1. Building a sustainable network and infrastructure with tomorrows capacity needs in mind***
- 2. Working with what you have and turning it into profit***
- 3. Linking journeys to operations and value creation***

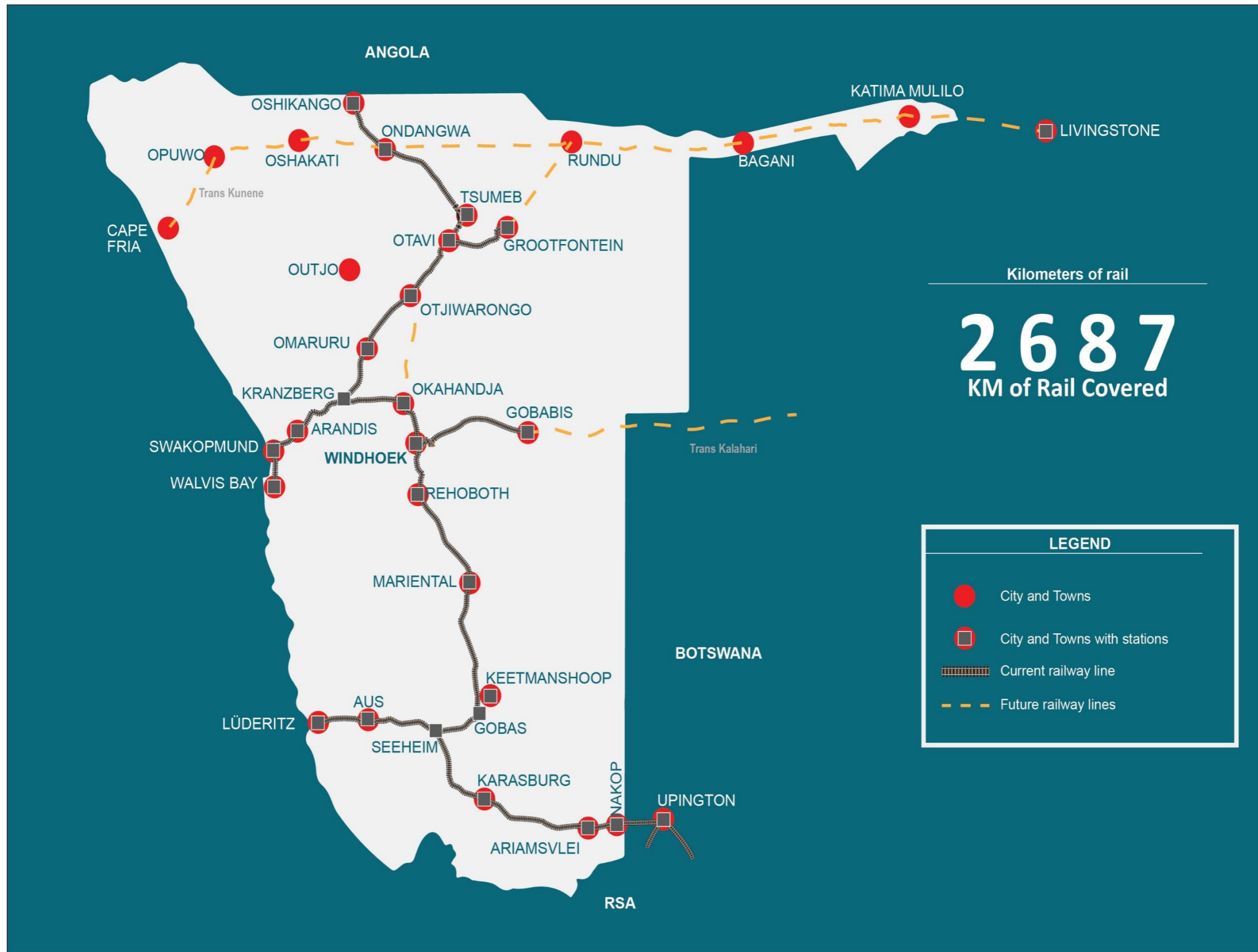




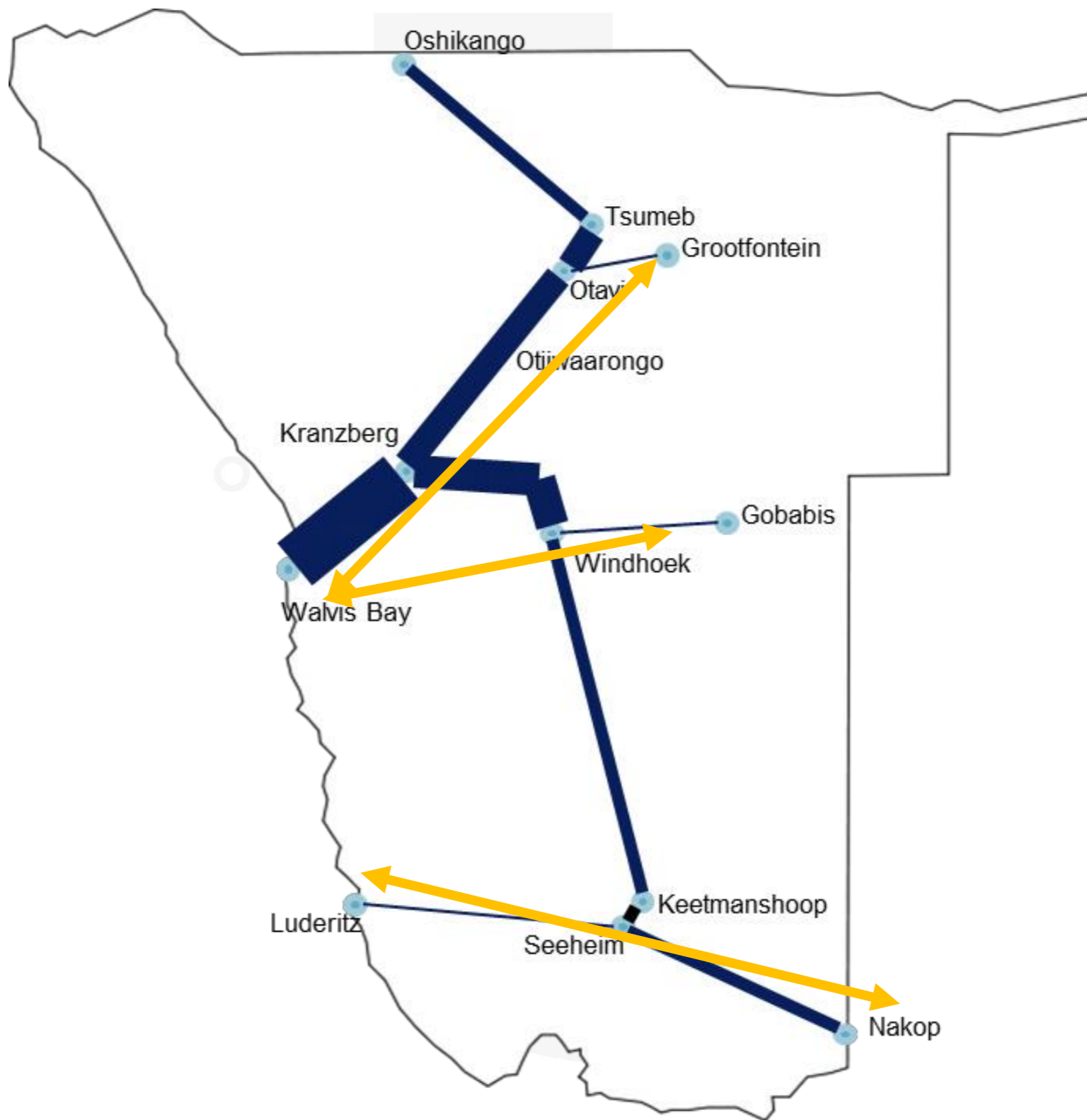
# **1. Building a sustainable network and infrastructure with tomorrows capacity needs in mind**



# NAMIBIA RAILWAY NETWORK



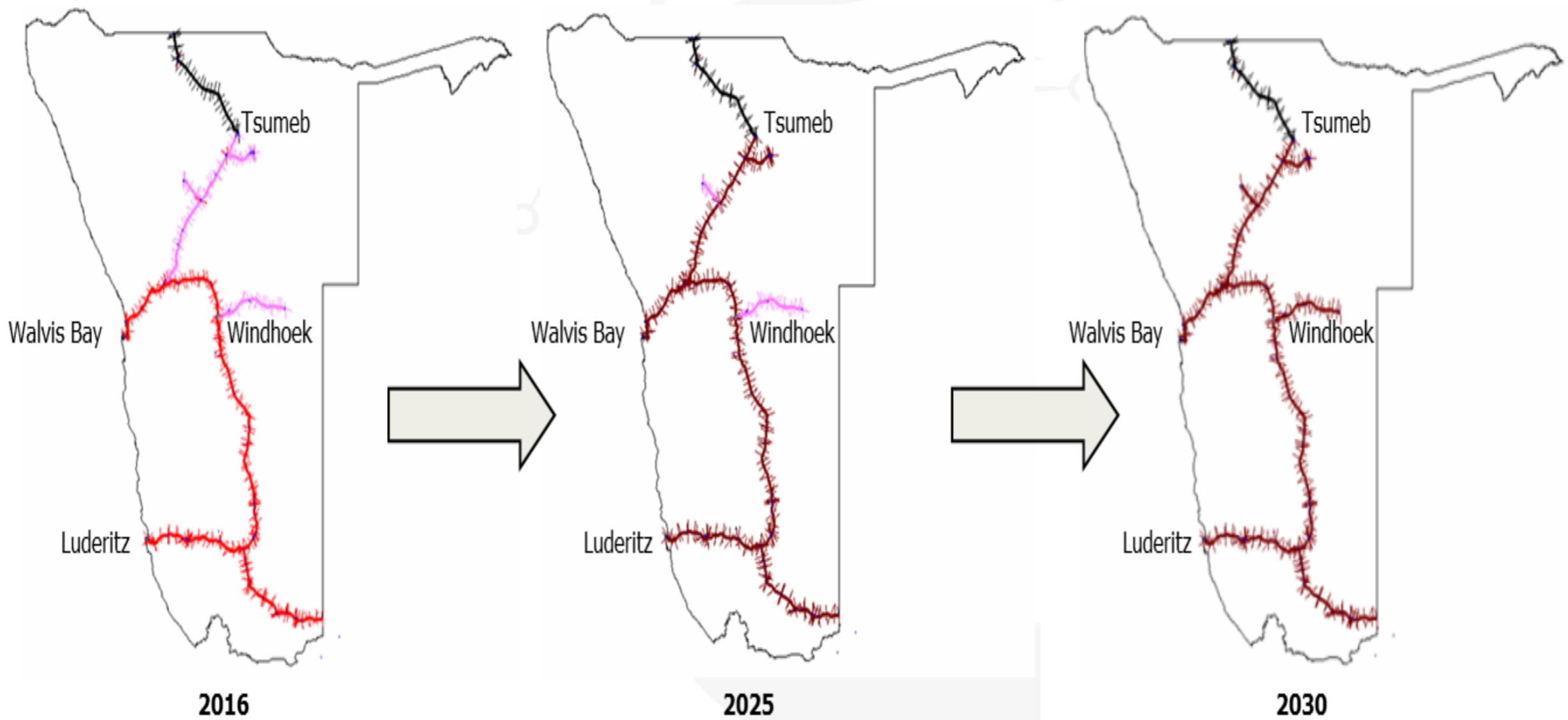
# NAMIBIA RAIL CORRIDORS



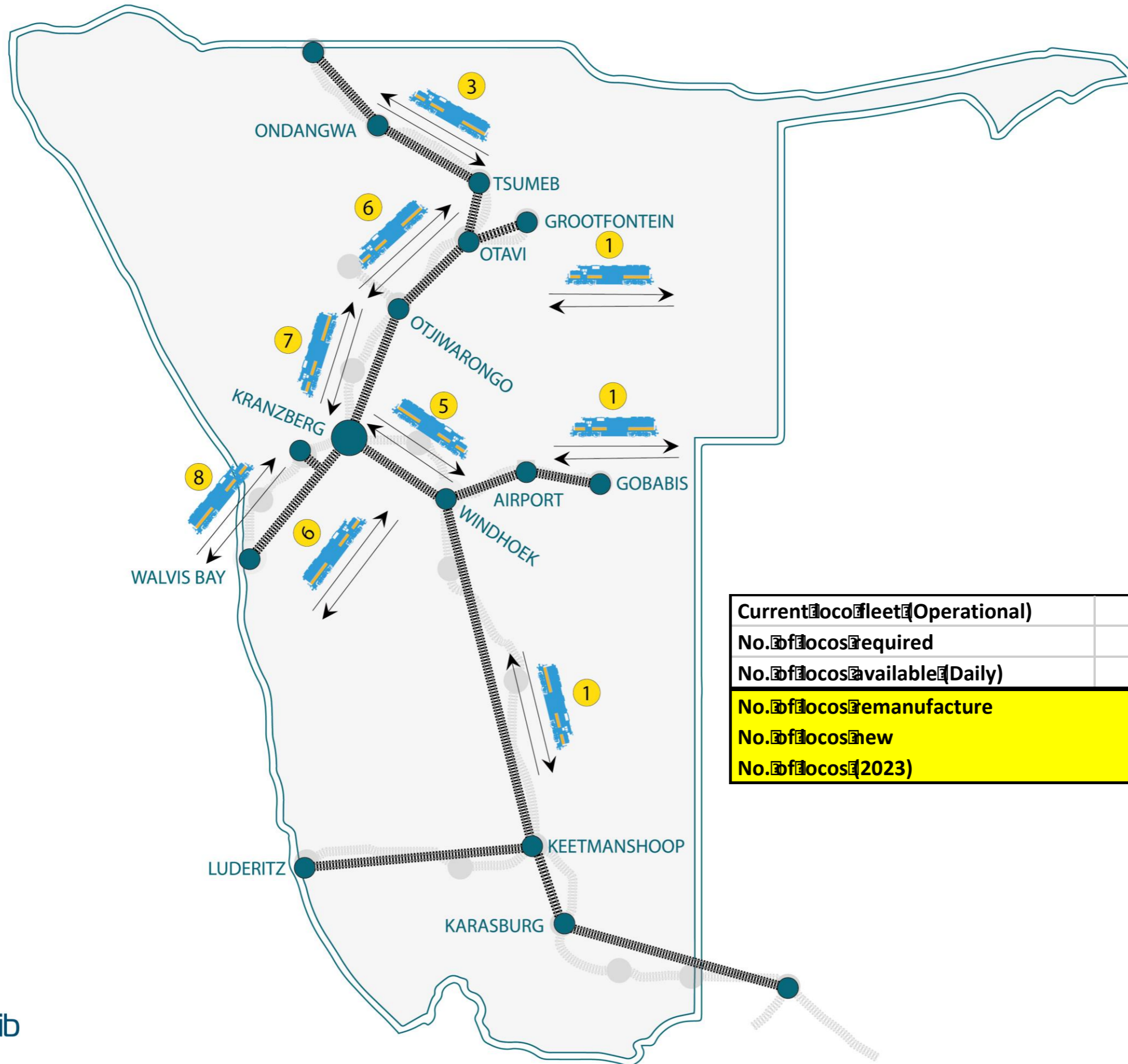


# CONDITION OF RAILWAY INFRASTRUCTURE

- Poor condition lines
- Average condition lines
- Good condition lines
- New lines



# NO. OF LOCO'S



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## **1. Metro rail service:**

- a) in Capital City (Windhoek);**
- b) Capital City – Airport**
- c) Capital City – Northern Town**
- d) Capital City – Southern Town**

## **2. Railway to Zambia**

## **3. Railway to Botswana**

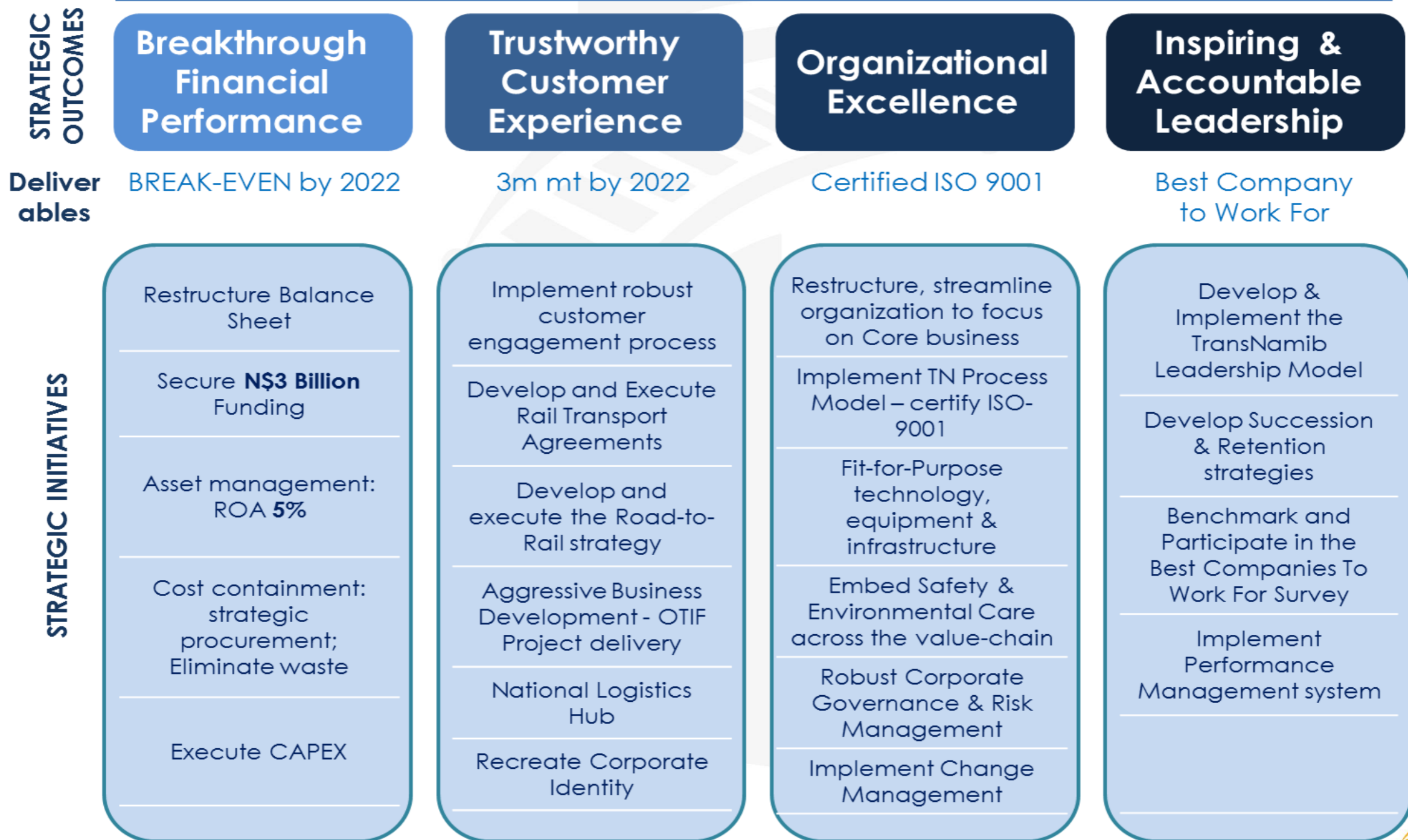


## **2. Working with what you have and turning it into profit**



# STRATEGIC OBJECTIVES

## TRANSNAMIB 2018-22 ISBP ARCHITECTURE.



# COMPANY STRATEGY

## Organizational Excellence: Restructuring and Re-design

**Non-Core Businesses**  
(Close down)

**Road Operations**  
**OPX & TNX**

**Core Businesses**  
(Profit Centres)

<b>Rail Operations</b>	Bulk Freight Rail
	Passenger Rail
<b>Engineering</b>	Desert Express
	Rolling Stock Engineering
<b>Property</b>	Property Management

**Subsidiary**  
(Gov. Funded)

**Infrastructure Engineering**

**Focused Growth Strategy**

Bulk Freight Rail

Passenger Rail

Rolling Stock Engineering

PPPs:

1. Property Management
2. Desert Express



# SHORT & MEDIUM TERM

- 1. Five Year - Strategic plan (ISBP)**
- 2. Source financing (>N\$ 2 billion)**
- 3. Grow business – Double Freight volumes & Revenue**
- 4. Re-look at systems and processes**
- 5. Road to Rail Strategy**
- 6. Develop Stations into transshipment/distribution hubs**
- 7. Partnerships with logistics companies**



# INITIAL 12 MONTHS OF BUSINESS PLAN

- **+8% Volume growth**
- **+7% Revenue growth**
- **New Foundation for growth & development**
- **Improve operational efficiency**
- **Reduced no. of locomotives (17 in two years)**
- **Reduction in operational loss**
- **Stronger Balanced sheet (revaluation of assets)**

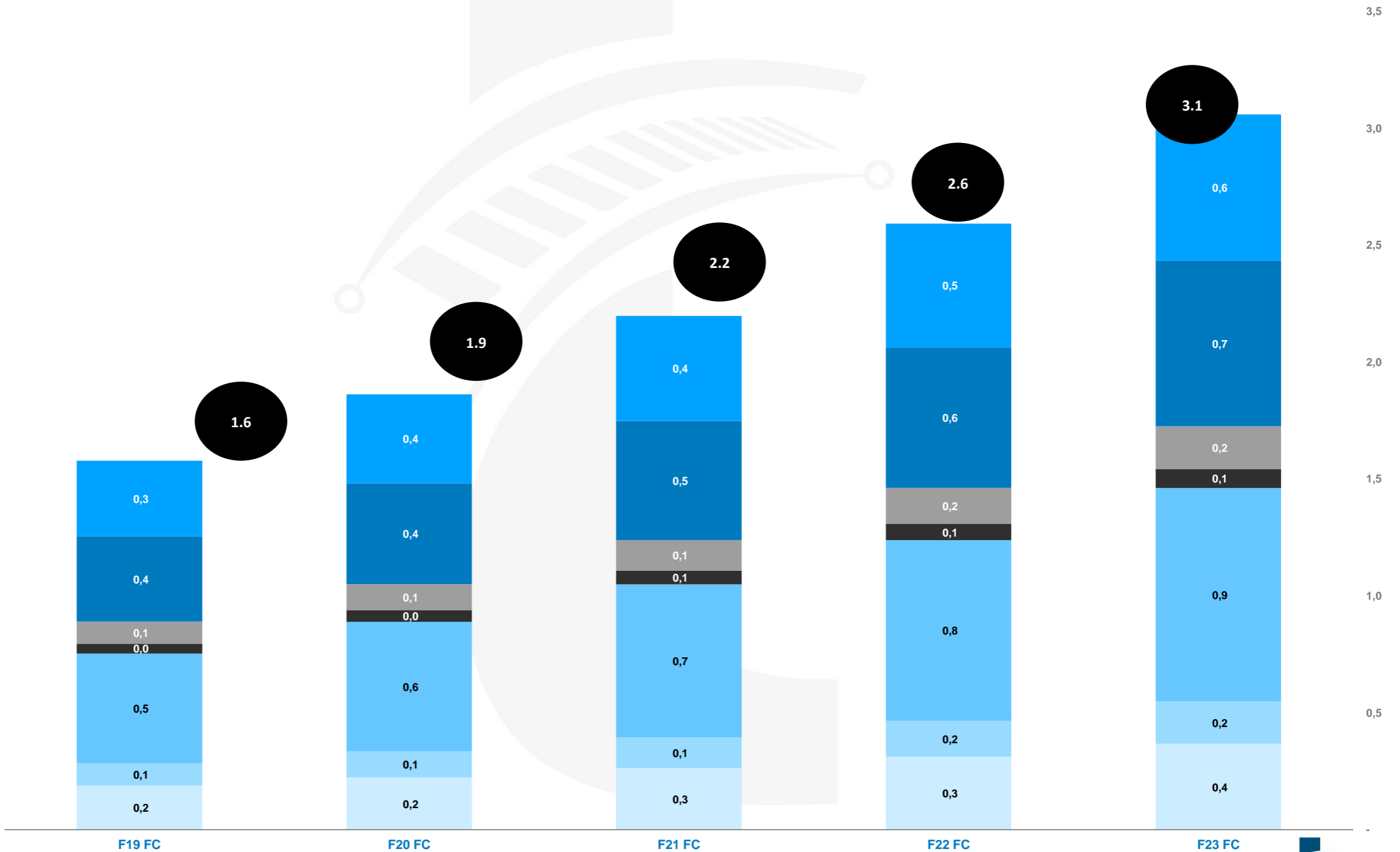




# FREIGHT MOVEMENT

TRANSNAMIB BASELINE FREIGHT VOLUME FORECAST  
Per Sector volumes, in mil. metric tonnes - F19 - F23

- BULK LIQUID
- BULK FUEL
- CONTAINERS
- GENERAL
- BUILDING
- AGRICULTURE
- MINING





### **3. Linking journeys to operations and value creation**



# RAIL AS CORE SERVICE

- 1. Focus on bulk freight movement of goods**
- 2. Increase no. of train services/schedules**
- 3. Link passenger to cargo trains**
- 4. Move freight up to Rail heads** (Grootfontein, Gobabis, Ondangwa, Oshikango)
- 5. Focus on operational efficiency**
- 6. Increasing Rolling stock capacity**
- 7. Continuous improvement**



## **1. Develop strategic partnerships:**

- a) Clients**
- b) Railway companies;**
- c) Logistics Companies**
- d) Stakeholder groups**
- e) Road Sector**

## **2. Link passenger to cargo trains**

## **3. Combining core rail & property services**

## **4. Station strategy (eg. Warehousing & Distribution)**

## **5. Look at value added services**

## **6. Explore new technology options**



# Opportunities

- 1. Manganese Northern Cape/Zambia**
- 2. Grape/Fruit southern corridor**
- 3. Coal/Charcoal/Biomass**
- 4. Property Projects**
- 5. Containerised Freight**
- 6. Warehousing and Storage utilisation**
- 7. South Africa to Angola Corridor/Oshikango**
- 8. Increase fuel percentage**
- 9. Research Opportunities (Engineering and Technology)**



# THANK YOU



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