

### **Tpt Strategic Intent Goes Beyond Sa Borders**

Transnet Port Terminals (TPT) has embarked on its strategic intent of venturing into operations beyond South African (SA) borders through their partnership with multi-discipline construction and engineering group Aveng.

The two conglomerates recently signed a memorandum of understanding that seeks to explore new and existing opportunities of expansion and operating terminals in Tanzania, a country located in East Africa considered a global growth point.

New ports and terminals are currently under development in Tanzania. The country enjoys a healthy relationship with SA and is an avenue for increased Africa trade that considers landlocked countries and their requirements. Their annual growth rate has averaged 6.7% since 2006, one of the best in sub-Saharan Africa where gold earnings have been rising, and the find of a major offshore gas field is promising.

TPT Head of Strategy Moshe Motlohi said "Part of TPT's intentions include venturing into Africa and global operations to increase our footprint as a port operator". He added that the chairmanship of the President Jacob Zuma in the NEPAD North South Corridor and current plans to link Durban and Dar es Salaam for improved connectivity, made Tanzania the perfect venture.

Both TPT and Aveng have submitted an expression of interest jointly to operate seven berths in Mtwara, Tanzania – a city on the boundaries of Mozambique.

According to Chief Executive Karl Socikwa, "Transnet's market demand strategy has enabled us to thoroughly consider and act upon Africa's regeneration. Seven of ten growth points in the world are in Africa, skills exist and it is up to Africa to convert itself into one of the fastest growing and strongest economies in the world". He added that TPT's intentions were to venture into global operations, enhance and grow its skills base and integrate into the supply chain.

The expression of interest precedes the process of requests for proposals. Tanzania is the beginning but, one of seven existing opportunities that will see TPT further its mission to handle commercial import and export of cargo globally.

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**About Transnet Port Terminals**

Transnet Port Terminals is a division of Transnet SOC Limited, South Africa's state-owned freight transport and handling company. It is one of five operating divisions within Transnet SOC Limited.

It provides efficient and reliable cargo-handling services at terminals situated across seven South African ports – Durban, Richards Bay, Cape Town, Saldanha, Port Elizabeth, Ngqura and East London. TPT customers include shipping lines, freight forwarders and cargo owners. Operations cover import and export operations across