

Africa's Growing Economy vs Intermodal Infrastructure and Handling Capacity

**Logistics CEO's Vision for Meeting
Africa's Growing Economies, Trade
Requirements and Collaborations with
Landlocked Countries**



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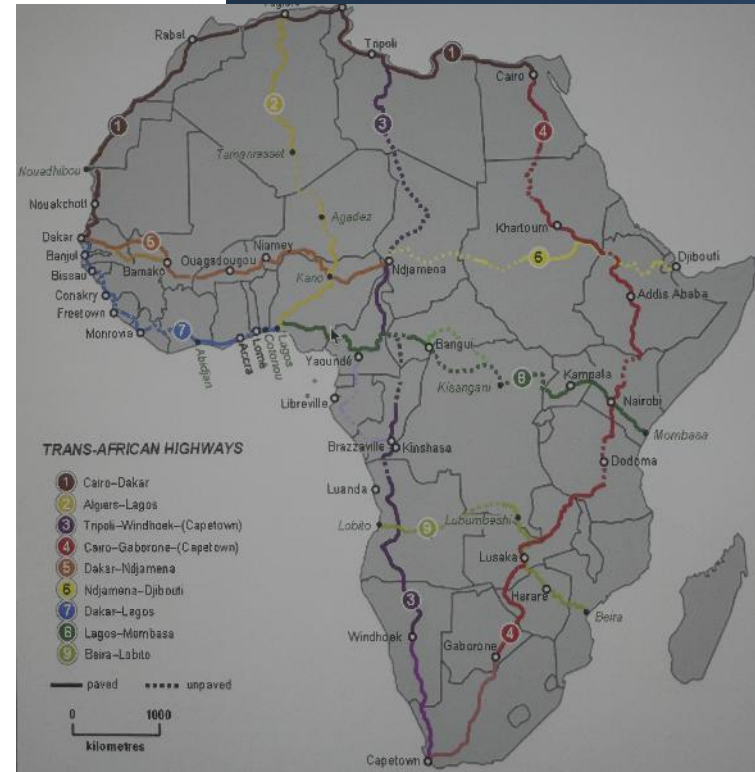


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Africa's Rapid Economic Growth & Trade Expansion

- Africa's GDP projected to surpass \$3 trillion by 2035.
- Rising intra-African trade under AfCFTA – by over 50%.
- Youthful population and growing middle class.
- Strategic geography: 38 of 54 African countries are coastal or near a key trade corridor.
- Africa's Economic Momentum - Africa holds 30% of the world's mineral reserves

Increased demand on logistics and transport corridors



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Africa's Intermodal Reality



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**Poorly coordinated
multimodal transport
systems :
ports, rail, road & air**

**Bureaucratic and
fragmented customs
procedures:
Lack of harmonized
regulations across
borders**

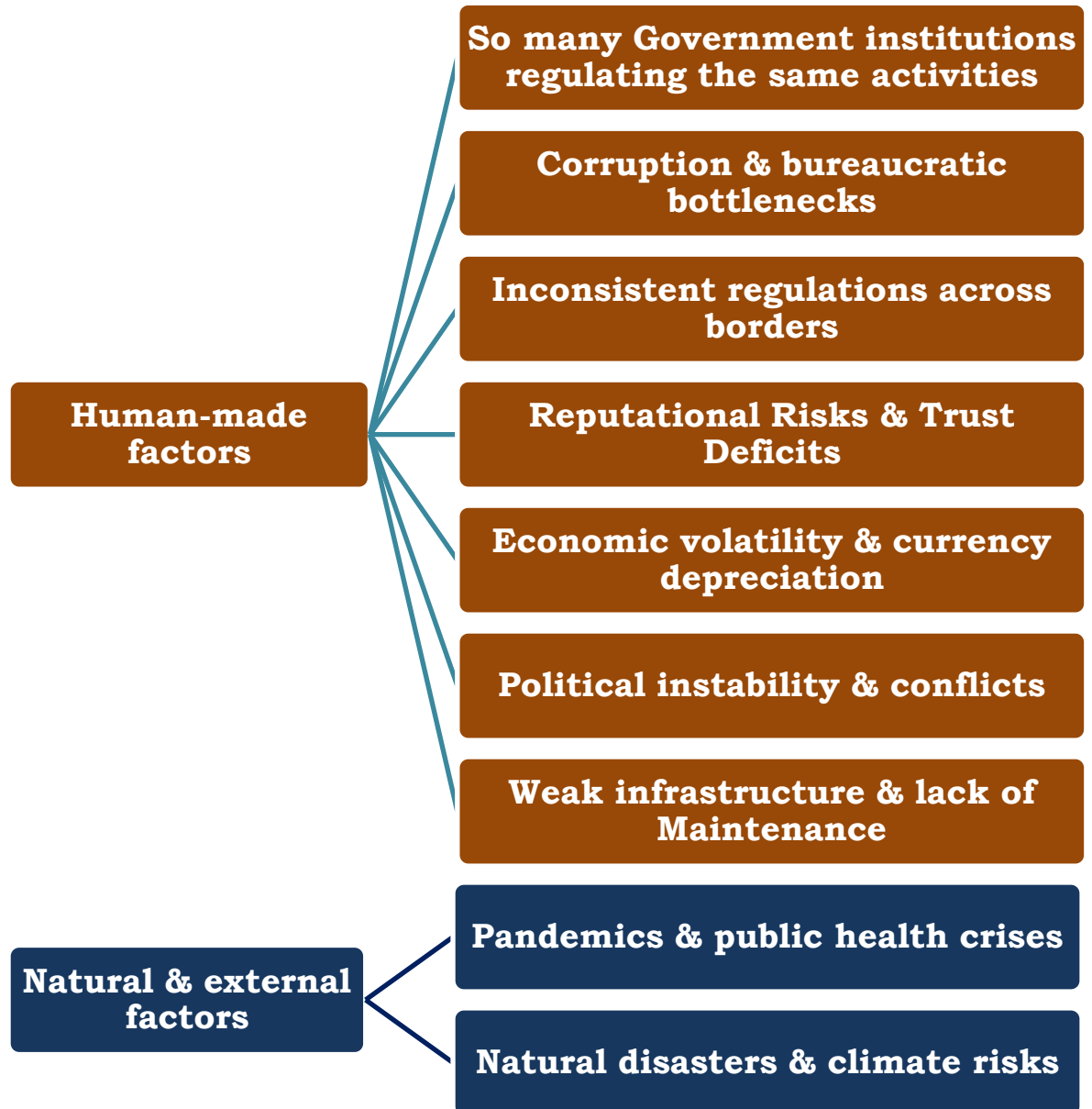
**Infrastructure deficits:
Economic growth
outpaces logistics
development**

**Logistics costs
among highest
in the world**

What Makes Africa's Supply Chains Fragile?



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Main Challenges to be addressed



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Infrastructure:

**Port, road and
border
congestion**

**Underdeveloped
corridors**

Operations:

**Inconsistent
customs
procedures**

- Delays in cargo movement
- Expensive goods & services

Policy

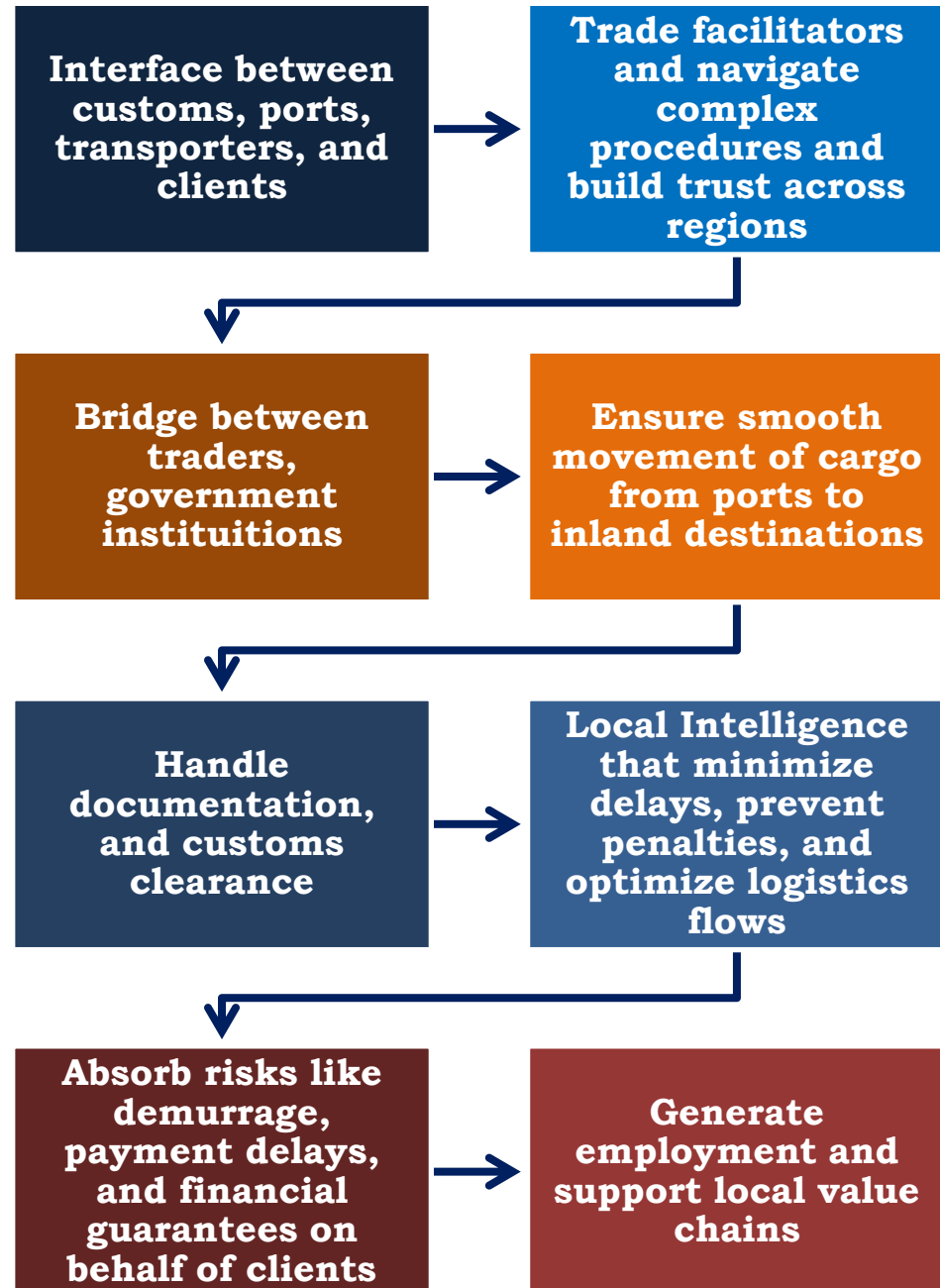
**- Inconsistent
regional policies**

- Limited private sector participation
- poor payment culture

Role of Clearing & Forwarding Companies in Africa



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Financial & Trust Challenges in C&F industry



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High Financial Burden : Banks, ports, customs, and railways often demand expensive bank guarantees from clearing agents.



Risk Without Support: Clearing companies take on major financial risks and including penalties and delays. Unpaid invoices and client defaults



Lack of Trust Limits Growth: A system of mistrust towards local agents blocks investment and prevents long-term partnerships.

Logistics CEOs' Vision & Role in Driving Change in Africa



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Promote	Promote policies and logistics strategies that unlock intra-African trade.
Advocate	Advocate for and invest in infrastructure that links ports, roads, rail, and inland dry ports.
Work	Work with policymakers to reform customs, reduce bureaucracy, and promote public-private investment.
Lead	Lead the shift to e-logistics, cargo visibility, and integrated platforms.
Collaborate	Collaborate with local companies, invest in talent development, and help build resilient supply chains that serve Africa's long-term growth.

Logistics CEO's Strategic Priorities



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Built	Build integrated supply chains by partnering with trusted local agents and leveraging each country's strengths.
Upgrade	Upgrade transport infrastructure to improve connectivity, reduce transit times, and lower logistics costs.
Harmonize	Harmonize data systems and implement real-time cargo tracking and paperless border procedures, while we are waiting for the One Stop Border Projects.
Establish	Establish regional platforms to link clearing agents and logistics providers, standardize operations, and resolve disputes.
Promote	Promote joint ventures and reputational scoring to strengthen cross-border trust and long-term collaboration.

Who Owns the Movement of Goods in Africa?

- **Over 80% of Africa's cargo is handled by foreign logistics firms.**
- **Shipping lines control ports, inland transport, clearing & forwarding, and warehousing.**
- **Multinational mining companies that controls the entire logistics chain from extraction to export.**
- **Well-connected individuals and politicians often hold key stakes in local logistics companies.**
- **Traders that control the movement of goods, influencing timelines, pricing, and destinations.**



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Thank You / Q&A



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