

## Sustainable Port Finance & Streamlining Logistics



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Djibouti 11<sup>th</sup> February 2026

# ABOUT US



- Portfolio of Highly Experienced Experts & Associates
- Across: Maritime, Ports, Logistics & African Markets
- Business Development, Research & Due Diligence
- Technical, ESG & Risk, IT/Data consultancy,

# Sustainable Port Finance & Streamlining Logistics

## Agenda

1. What makes a bankable ports project?
2. Navigating Risk
3. Sustainability
4. Integrating Logistics





# What makes a bankable port project?

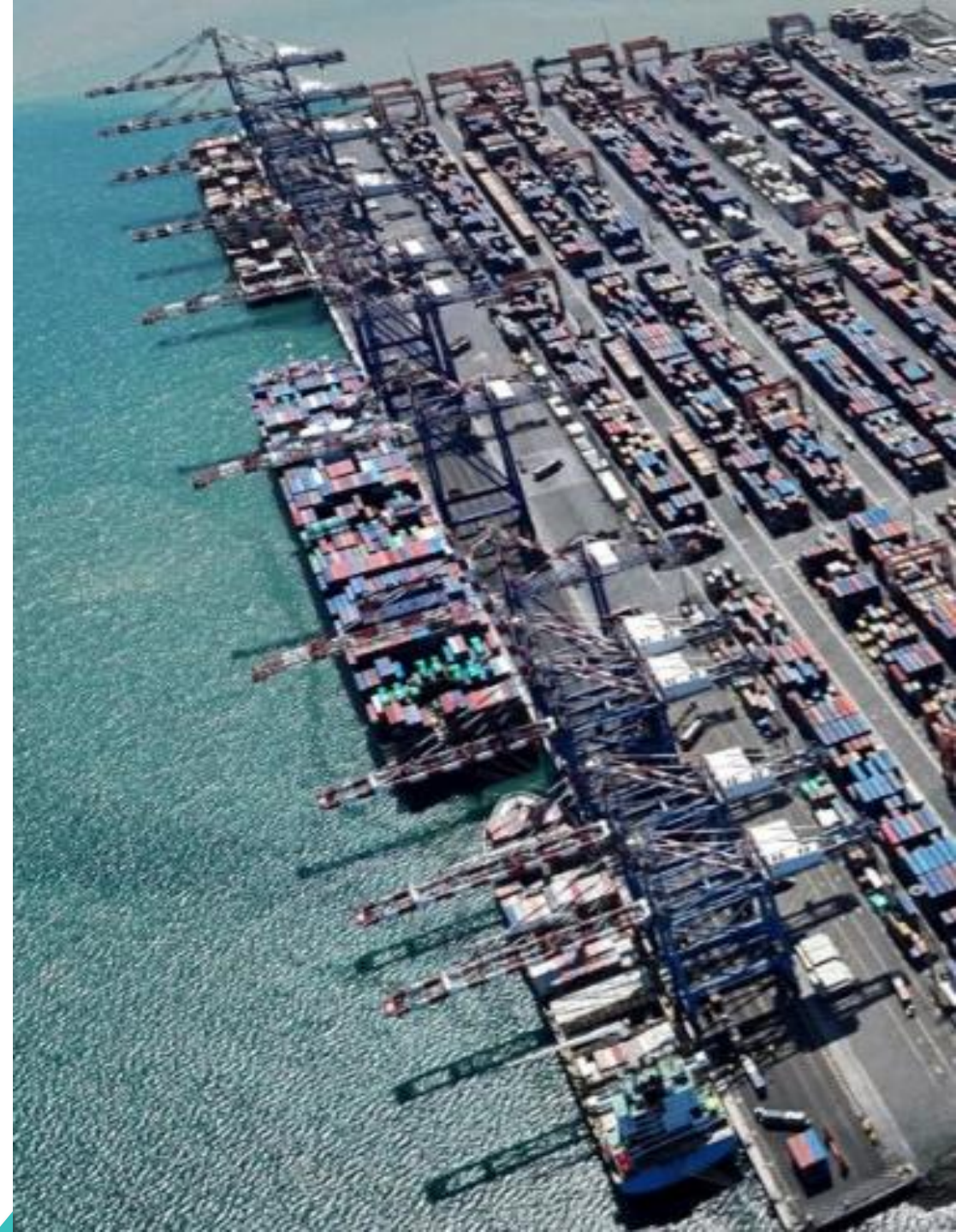
- Cash flow reliability
- Sovereign guarantees
- ESG credentials / Emissions strategy
- Anchor Tenants
- Labour stability ( Australia example)





# Navigating Risk

- Regime change
- Regulatory uncertainty
- Traffic volatility
- Climate change (Djibouti example)
- Risk mitigation tools: Insurance, PPPs – are they effective?
- Future drivers of port investment needs





# Greenfield v Brownfield

## Greenfield Ports disadvantages

- Capital / Risk – higher capital costs 50% +
- More complex – construction, planning, permits

## Advantages

- Complete design flexibility, greater scalability
- Opportunities for connected port centric logistics
- Streamlined IT & data : port gate - community interface, data transfer between ships and ports



# Greenfield v Brownfield

## **Brownfield Ports disadvantages**

Significant Environmental Cleanup

Existing structures may limit design flexibility

Operational Disruption during Modernisation

## **Advantages**

Lower Initial Investment: 20-40% compared to greenfield

Faster Time-to-Market: with existing infrastructure

Better Location: Usually located closer to urban centres

Government incentives to revitalize derelict land.





# Sustainability

- Energy Efficiency / Cold Ironing – Is grid supply sufficient? (Wight link ex)
- Are financial sustainable generic conditions achievable
- Can you meet the bank covenant on Anti – Corruption
- Is the business financially sustainable ?





# Streamlining African Logistics

- Supply Chain study - Which silo is responsible ?
- Where is my cargo – Real time tracking
- Predictive Analytics , Route Optimization
- Warehousing Automation
- Supply Chain resilience requires upgrading road & rail.
- Investing & training our people ( EFFSAA / BIFA)
- Trade is like water – it takes the easiest route



**Thank you**

**Please do get in touch, to establish how we can help**

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