

**Peer Learning Group (PLG) meeting of the Production Transformation Policy
Review of Togo, Paris, July 4, 2023**



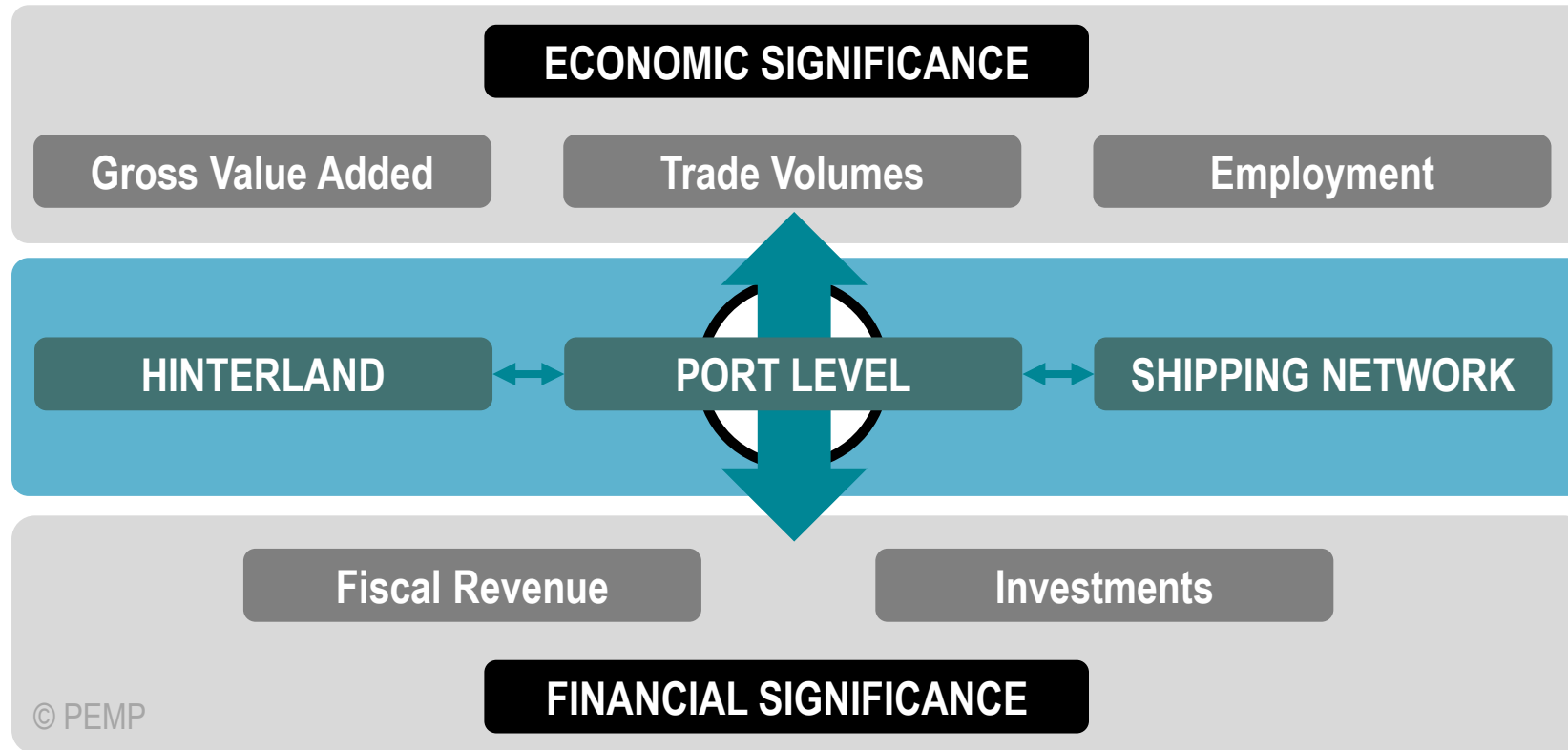
Port-Centric Logistics: Development Strategies

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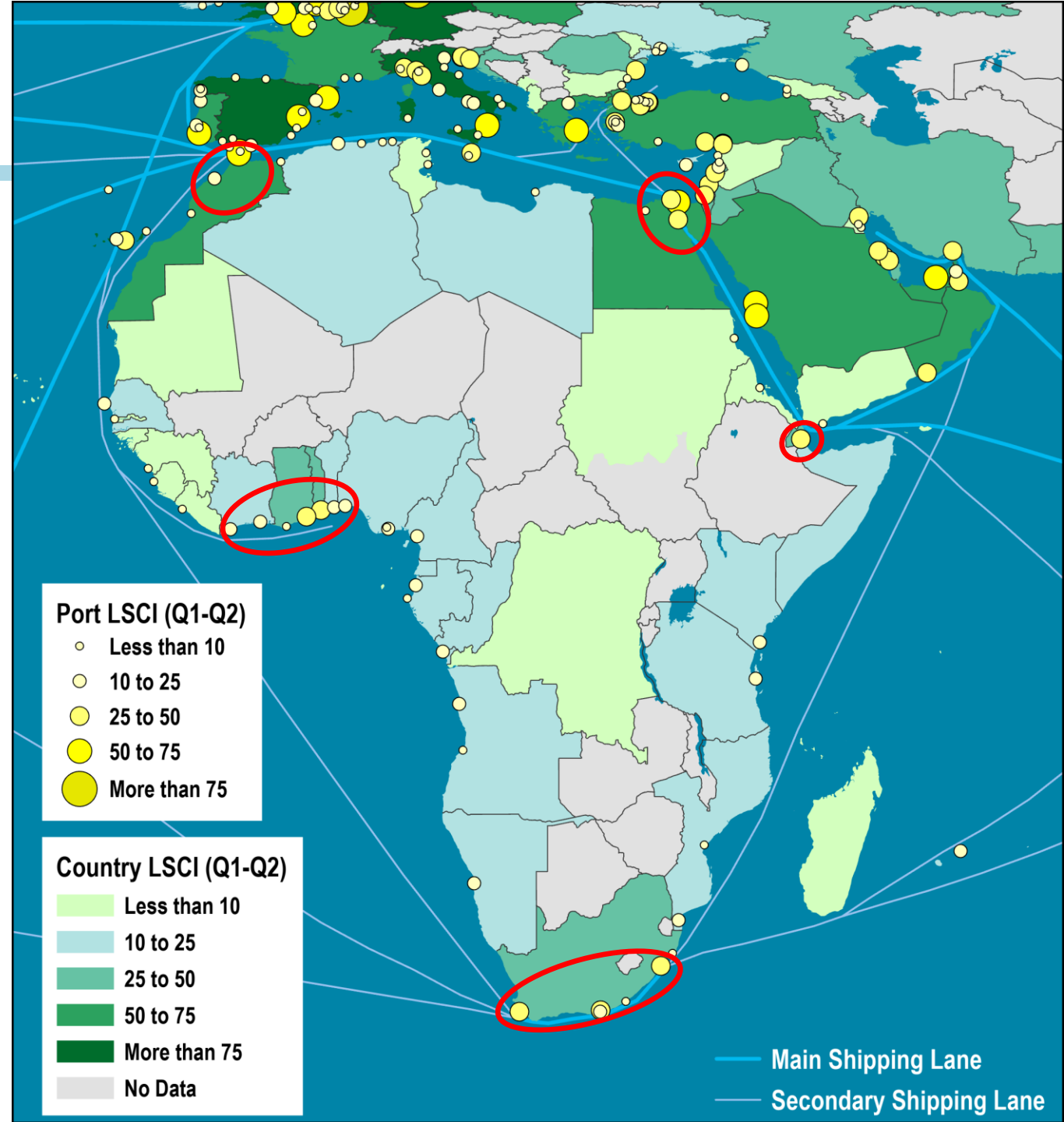
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The Port Logistics Continuum



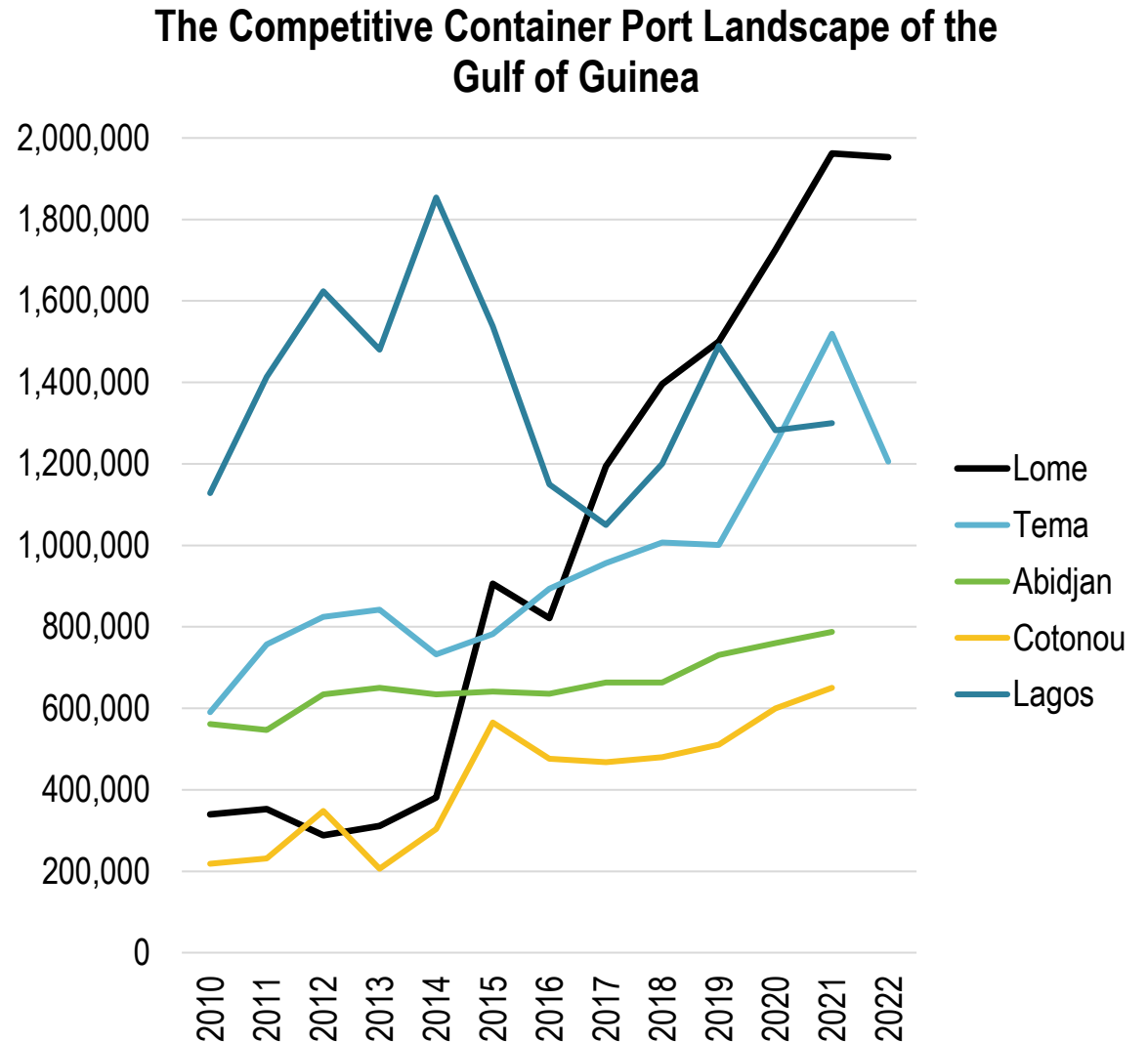
S1. Capitalizing on Foreland and Hinterland Connectivity

- Three main shipping connectivity clusters.
- Two secondary shipping connectivity clusters.
- The chicken and egg problem.
- Threshold connectivity level needed first.



S2. Capture of Distribution and Added Value

- Transshipment: traffic is captured with limited added value.
- Gateway: Capture of hinterland opportunities.
- 50% transshipment incidence optimal.



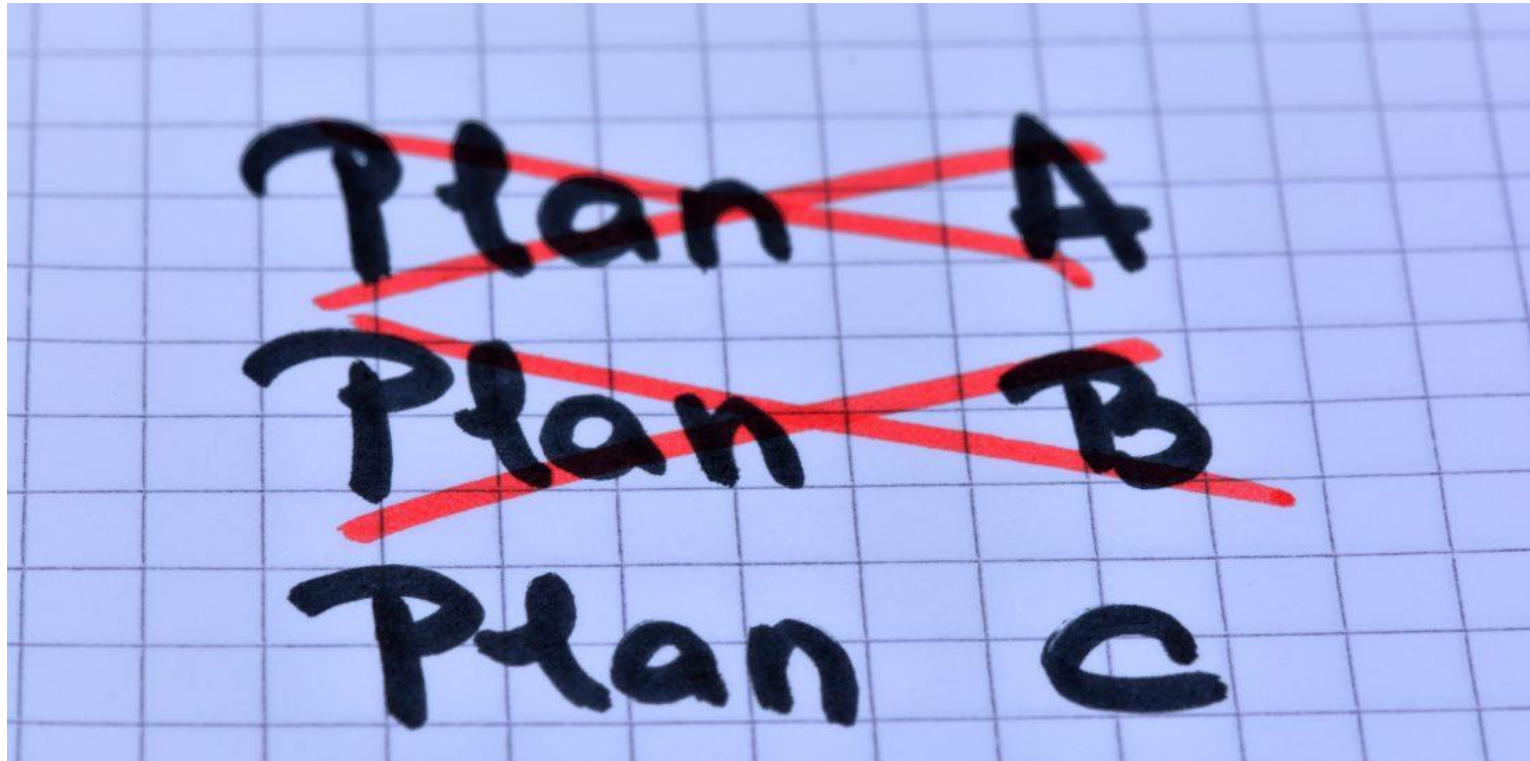
S3. Infrastructures are Fundamental but do not Guarantee Traffic

- Infrastructure development needs to come first.
- The provision of capital investment.
- Finding financing models (e.g. concessions).
- Underutilization the highest risk.
- Lack of synchronism in infrastructure development a risk.

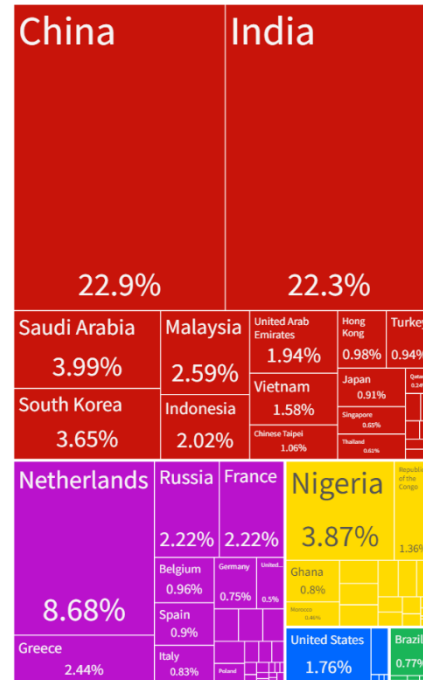
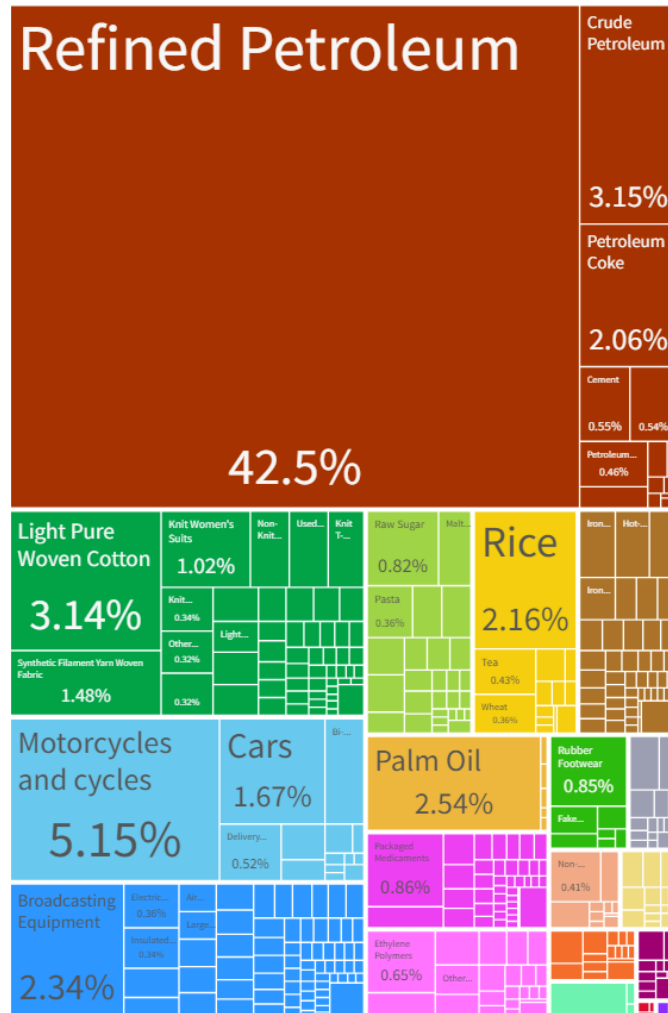


S4. Logistics Plans must Meet Reality with Flexibility

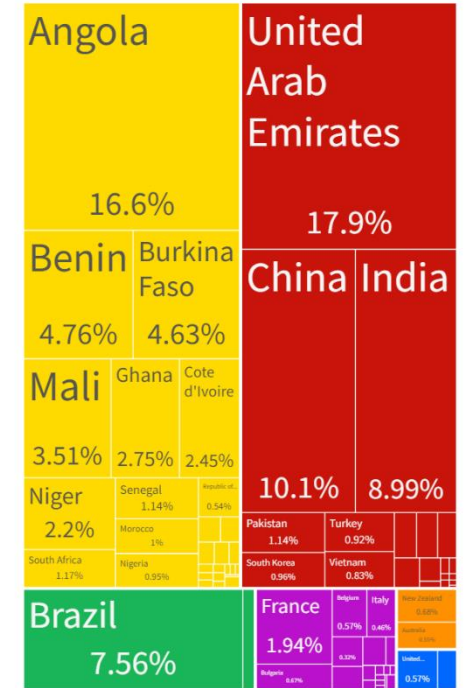
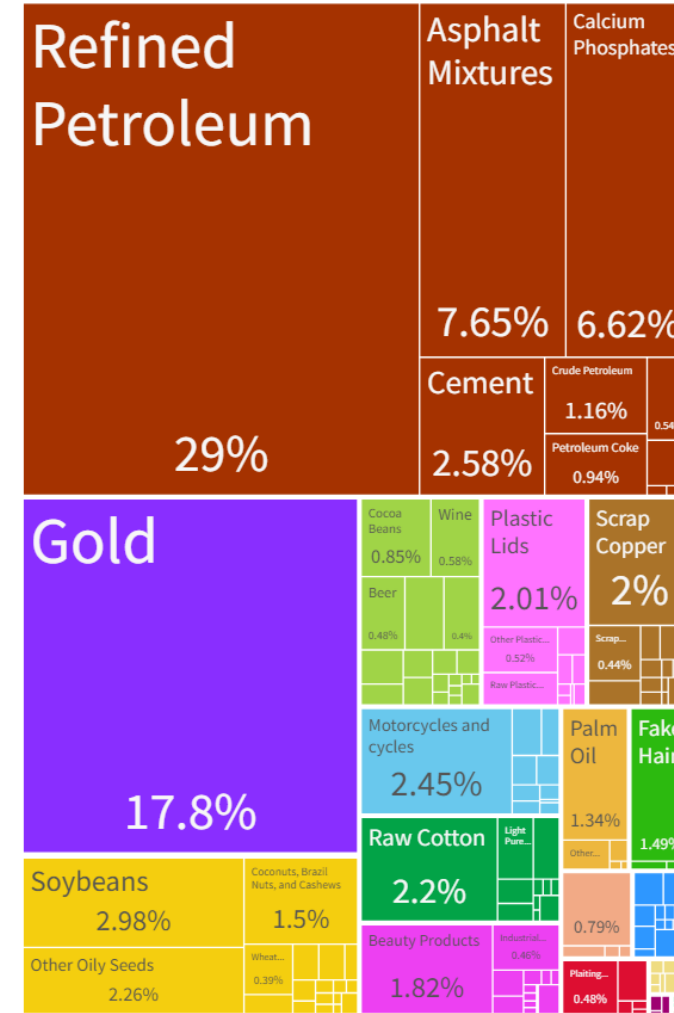
- Logistics plans cannot capture economic complexity and changing commercial trends.
- “You never know who is going to knock on your door.”
- The 6 months shovel-ready window.



Trade Composition of Togo, 2021



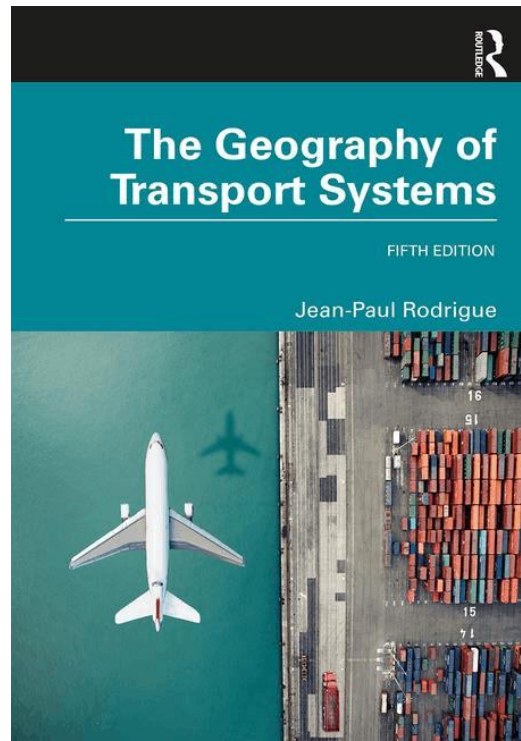
IMPORTS



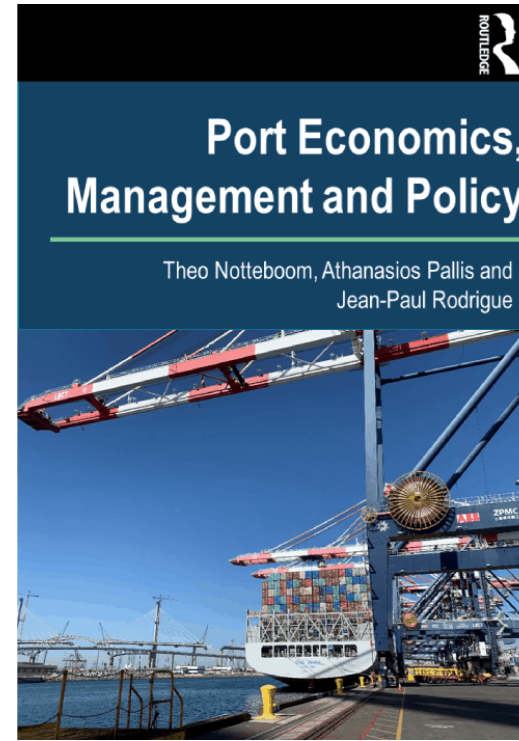
EXPORTS



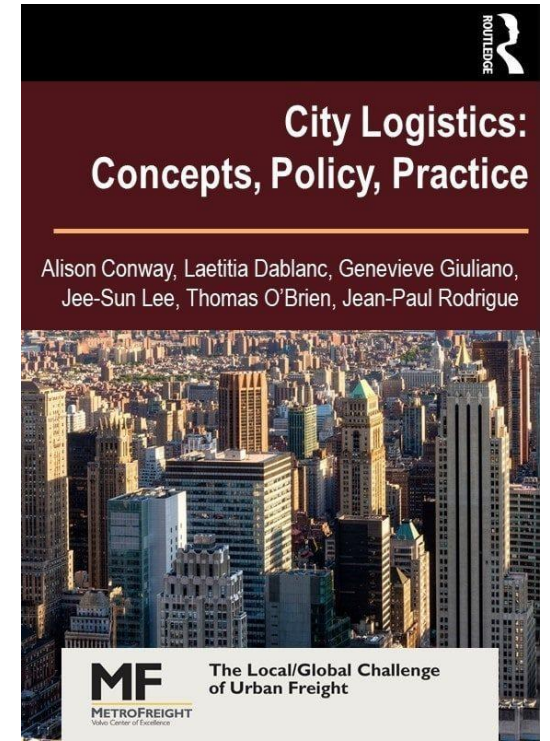
Thank you for your attention!



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