



TARC

African Union Railway Alignment 2.2

TARC's unprecedented Offer to the EU/EUC & AU/AUC
Railway Strategy Africa – with support from TARC/EU

Accelerate the Pulse of AU/AUC



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Overview

■ AU Railway-Alignment 2.2

- AU Challenges
- Our Offer
- Our Approach

■ GHABA/TARC/EU: Values and Competencies

- What makes us unique
- References and Experiences

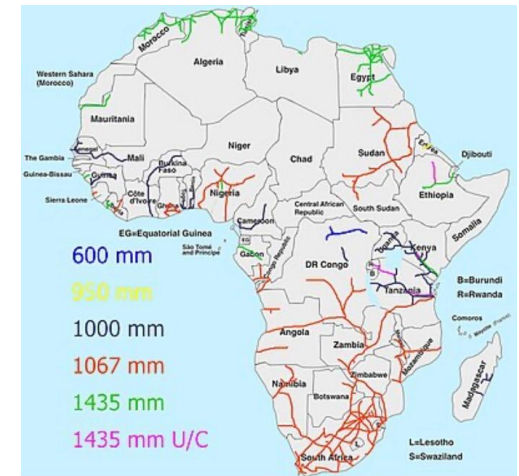
■ Contact

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AU Challenges: Actuality of existing Railway Strategy?

The Railway Infrastructure in Africa still grows historically and slow...

- Is the existing Railway Infrastructure still expedient?
- Does it optimally support the demands of today's (and AfCFTA) needs?
- How does the actual Railway Value Chain support the business model of TARC and of African Companies?
- Does it fulfill the requirements, to be as well competitive in future?
- Are the needed innovations planned?
- Is the AU/AUC ready?



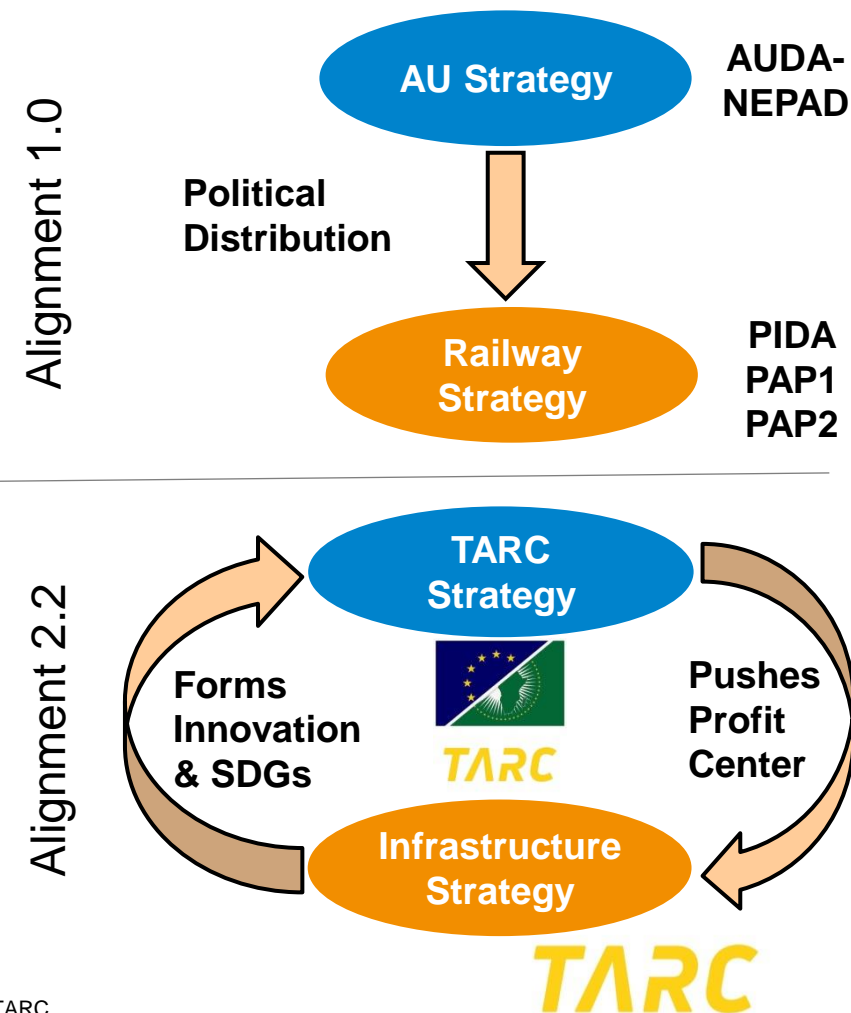
Schematic map of African railways by gauge

Our Approach: Background

- Actual scientific-methodical background with the development of the TARC-Strategy (Alignment 2.2)
 - Michael Porter (Business Model)
 - McKinsey (Program Management)
 - Prof. Dr. Venkat N. Venkatraman (Induced Reconfiguration)
 - iCorpCo Establishment (Execution/Realization) Christian R. Gutzwiller
- Our experiences from the practice
 - A variety of corresponding projects in companies of various size and different industry-sectors
 - Direct references are provided by personal agreement

AU Challenge: Alignment 2.2

- An optimal alignment of the AU Strategy (Africa Beyond 2063) with the TARC Strategy (**Pan African Operation** by 2026/27), leads massively to strategical competitive advantages (**35 years earlier**).
- The future viability of the railway-companies is dependent thereof, that the AU strategy does not only push the TARC Strategy one-sided, but the possibilities of TARC also influences the AU Strategy and its **economical developments** (Alignment 2.2 – **Profit Center Approach**)
- **Requirements for the success are comprehensive business management knowhow, well-founded railway knowhow, actual market- and industry sector experience, as well as specific methodological competence**



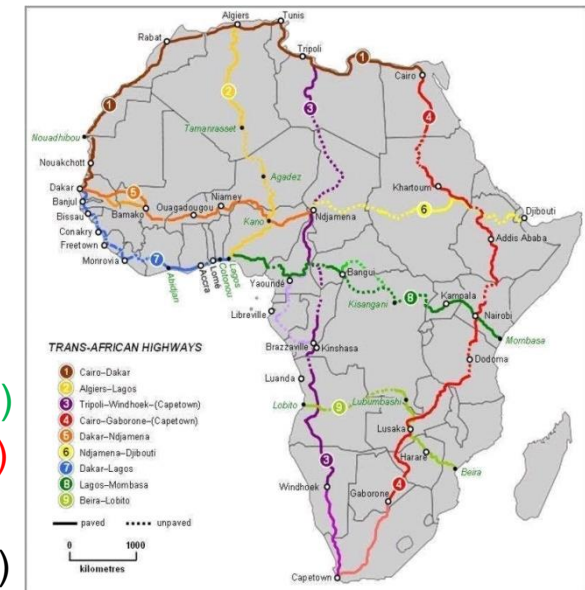
Our Offer (Services & Benefits; green = completed)

1. Optimization of the AU- and TARC-Strategy (TARC-Strategy 2.2)

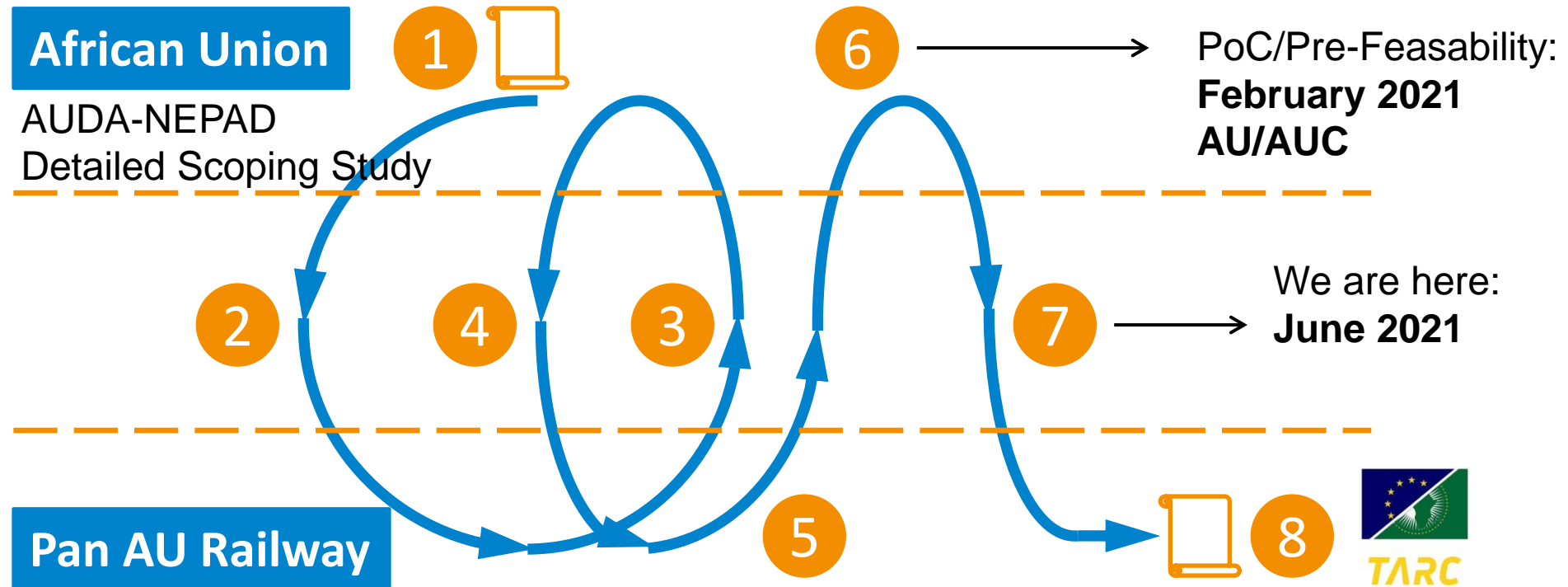
- Optimal alignment between the AU- and the TARC-Strategy
- Optimization of actual and future competitiveness
- Investment protection (due to a long-lasting perspective)
- Competitive advantages due to cost reduction and improved process integration

2. Development of a TARC-Roadmap

- Tested planning of future projects
- Risk minimization with railway construction initiatives and execution (Best Practice from EU, ERTMS, etc.)
- Solid basis for decision-making for the future (AIHSRNP DSS)
- Aligned to the AU Highway Roadmap, Master Plans (1st step)
- Aligned to EU/AU technology compliance (Luxemburg accord)
- Further dev. due to Investors Support (Private Equity Investment)
- Techn. Feasability Study (Proof of Concept all REC's) (2nd step)**
- Build Sub-Sahara (3rd step), Build North Africa (4th step)
- Further developments according to the profitability streams (ROI)



Our Approach: TARC-Strategy-Development-Process (green = completed)



1. AU/AUC Strategy, AU/AUC Roadmap (DSS)
2. Top Down: Requirement Analysis REC's
3. Bottom Up: Country Induced Reconfiguration
4. Top Down: Master Plans Scenario Creation
5. Gap Analysis (TARC Scoping/Grid Definition)
6. «Truth or Consequence/PoC», AU/AUC Choice
7. Business Approval, Scenario Expansion (MOU)
8. Business Strategy, Infrastructure Roadmap, Technical Feasibility

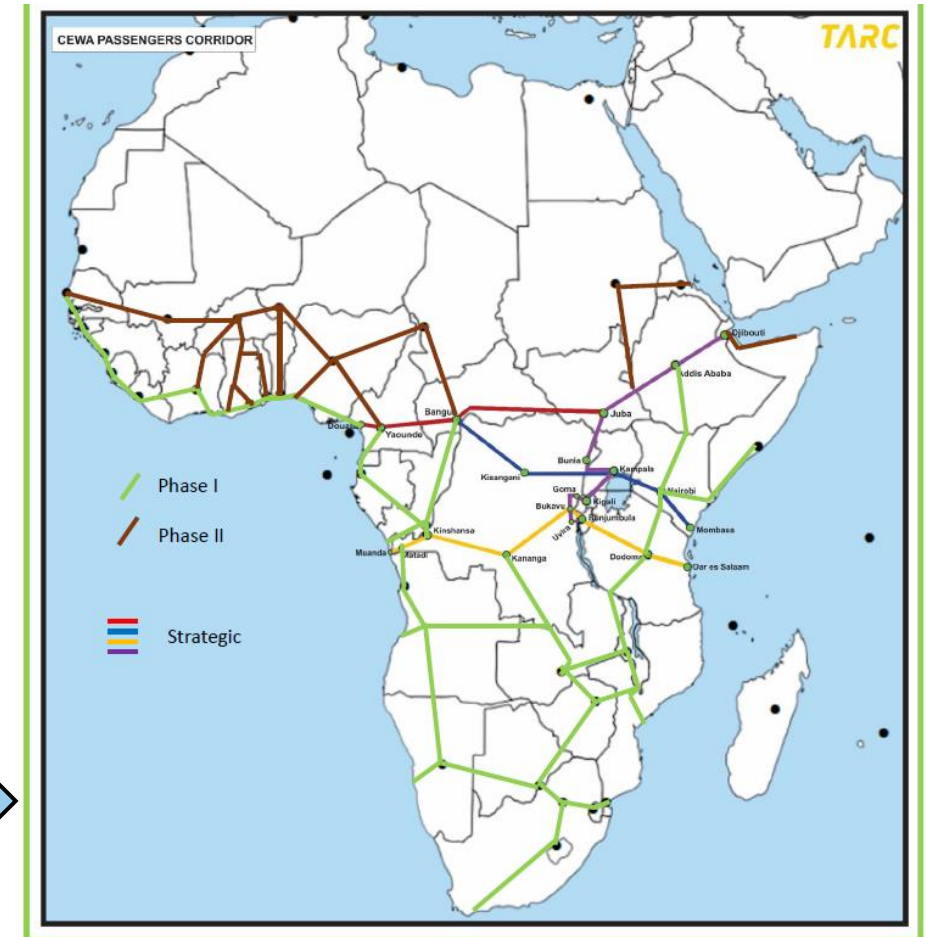
Flag	SSA Country	Km confirmed Phase-I
	Nigeria	1245,0
	Ethiopia	2387,0
	Democratic Republic of the Congo	7836,0
	Tanzania	2510,3
	South Africa	2826,0
	Kenya	3429,0
	Uganda	1846,0
	Mozambique	1243,0
	Ghana	495,0
	Angola	3915,0
	Somalia	743,2
	Ivory Coast	820,0
	Cameroon	1245,0
	Malawi	995,8
	Zambia	1433,4
	Senegal	320,0
	Zimbabwe	1175,0
	Guinea	365,0
	Rwanda	432,8
	Benin	170,28
	Burundi	365,0
	South Sudan	1892,0
	Sierra Leone	300,0
	Togo	75,3
	Central African Republic	1231,8
	Republic of the Congo	1641,0
	Liberia	200,0
	Namibia	1900,0
	Botswana	1900,0
	Lesotho	50,0
	Gambia	145,0
	Gabon	894,0
	Guinea-Bissau	225,0
	Equatorial Guinea	196,0
	Eswatini	0,0
	Djibouti	0,0
	Somaliland	0,0
TOTAL		46277,6



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Result: TARC's AU-SSA HSR Corridors
Total 46'300 RKm; Phase-I 24'000 RKm



Proposed next steps TARC/EU/EUC and EU/AU/AUC

- **Formalize the Partnership between TARC/EU/EUC/AU**
 - Transfer TARC to EU/EUC (@no costs; worth 3 Mio EUR)
 - Build a joint Project Team EU/TARC for AU/AUC/TARC
 - Approve and prepare Budget for TFS 2021 (EIB/EBRD)
- **EU/TARC: Matching of Values and Competencies**
 - 100% Joint interest to Partner with Africa (win-win)
 - Common denominator: P9_TA(2021)0108 - TARC Strategy
 - New EU-Africa Strategy 2021: Purpose
 - How it will be done: TARC with 15 of 17 UNIDO's SDGs

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GHABA/TARC: What makes us unique

- Combination of Consulting Services, Market Analysis and Experienced Professionals
 - State of the art and proprietary knowhow, thanks to continuous empiric studies
 - Extensive knowhow of the sectors industry (supplier and customer demands)
 - Knowledge of all actual business- and technology trends (we are at the pulse of Railways)
- Independent from manufacturers and suppliers
- Methodolical competence and standardized approach → low costs & high value
- Coverage of the complete value chain
- Competent Railway-, Civil Engineering-, Infrastructure-, and Business Consultants
 - Wide and extensive background and experience
 - High social skills (business economists, engineers, sociologists, investors, etc.)
- Hermes- and Prince2- certified project leaders, black belt six sigma program manager
- High-quality partner-network & broad connections with Universities worldwide

GHABA: References & Experiences

B+L Consulting, Backslash, **BAKOM**, Basel Tourismus / Interregio, BEKBnet, BFF, Billag, BIT, BKW FMB Energie AG, BWI ETH, **Uni ZH**, webgearing, CASH Werbeagentur, CIO-Club, Congenium Foundation, Conpavi, Consilis, couniq, Cybernet, Datura, Demelectric AG, **Die Schweizerische Post**, Digicomp Academy AG, diverse, DOMINO Consortium, Capital, **Gebäudeversicherung Bern/St. Gallen**, Genotec, getunik, Gruppe80, GVM Gasverbund Mittelland AG, GVS, Hagi Druck, **Hawa AG**, Heinz Nixdorf MuseumsForum, Hiag Holzhandel, **Hitachi Data Systems**, hotel+tourismus revue, **HP**, HSA Luzern, HSW Luzern, hybris, **IBM**, ICL, IFA, IFBC, IMIS Group, in4u, Information Consulting Group AG, INFRAS, Internet Ideenpark AG, io-market, ipch, Canon, ecospace, Ringier, Siemens Schweiz AG, **KPMG**, KTI - Kommission für Technologie und Innovation, Kursiv AG, LTN Liechtenstein TeleNet AG, Magazin KMU, **McKinsey**, MEDIAParx, Meier Waser, Microlife, **Microsoft Schweiz GmbH**, Mr. Garantie, namics, nemuk, Netarchitects, PentonMedia GmbH, persönlich, PFP, PHW, Post Mail, **PostFinance**, Präsenz Schweiz, PROKOM, Publimedia Webadvertising, publisuisse, Services du Parlement, **Siemens**, Simple Buy Sàrl, simsa, SiteScape Ltd., SMI - Schule für Medienintegration AG, **sunrise** TDC Switzerland, Suva, Swisscom Fixnet Wholesale, Swisscom Immobilien AG, **Swisscom** Mobile, Swisscom Solutions, SwissICT, SyBOR, Talisma, teachforce, teamtime consulting ag, The Agriculture Service Company GmbH (TASC), UD Neue Medien, UGRA, **Uni Bern: IOP**, Unic AG, up-great, Valora, VBS, Vineyard Bern, Warburg Pincus Deutschland GmbH, web2com, Webbuild, WEKA, XEROX AG, **Yellowworld AG**, **Liechtensteinische Landesverwaltung**, and many others in Switzerland, Germany, Austria, Liechtenstein...

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TARC:

- **One Pan African Railway**
- One Vision/Strategy/Goal
- **One Business Case; High ROI**
- For Sub-Sahara Africa
- **This decade until 2030**
- 46'300 Km Railway
- Capital to Capital Connections
- Incl. Sea- and Airports



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