

CDN - Northern Development Corridor is a company incorporated and registered in Mozambique, whose purpose is the management, rehabilitation and commercial exploitation of Nacala Port infrastructure and the railway network in northern Mozambique, in an integrated manner.

BRAND VALUES

CDN is an ethical and transparent company, concerned with social and environmental responsibility and has an approach based on a very clear position on the principal value that defends, which is respect for life. Moreover, CDN seeks to foster the team work, always developed in safely environment conditions.

MARKET

Created aiming for the management, rehabilitation and commercial exploitation of Nacala Port infrastructure and the railway network in northern Mozambique, in an integrated way, CDN is part of the Nacala Corridor Project with services based in three main activities:

Goods Traffic: Between the port of Nacala, extending up to Malawi and Zambia;

Passenger Services: Between Nampula to Cuamba or Cuamba to Nampula;

Maritime Services: In the Port of Nacala.

CDN interconnects the port of Nacala in the north coast with the neighbouring countries: Malawi and Zambia, creating, under the same management, an efficient and safe railway system service with competitive prices, approaching people between the coast and the provinces in the interior of the northern Mozambique.

Over the past four years, the company has made major investments to improve its services, enhancing its fleet of rolling stock as well rehabilitating some of the infrastructure always focusing on continuous improvement of the working conditions of its employees.

Has an example in 23 of June, 2016, CDN graduated in Nampula, the first group of railway engineers, comprise of 26 participants. From those, 22 graduates were hired. On August 11 of the same year, the company received a batch of 100 new wagons to strengthen the existing fleet and improve



the safety of loading and shipping charges. However, CDN recognizes it still has a lot of work to do in order to meet the needs of its customers, traffic requirements, safety and the demands of customers, in a rapidly developing country. Still the work of CDN and its employees has been appreciated by the population, companies and stakeholders.

COMMUNICATION

The brand has had a gradual grown, leaving the low-profile communication strategy for a higher exposure due to its new institutional image and presence that were created in the company in the last three years.

And also by the need to show the changes that occur in the company at all levels, especially in improving infrastructure.

From the 2nd half of 2013 news were published in international newspapers and in October the same year an institutional image campaign was created, with advertising spots on national TV, newspapers and radio.

COMPETITIVE ADVANTAGES

The brand has solidified, especially as regards the transport in Mozambique, with sizeable investments in recent years, to ensure a safe and efficient operation and better quality passenger service in Mozambique.

Besides being a pioneer in improving passenger transport conditions and freight, CDN offers competitive and affordable prices in the domestic and international markets, linking Mozambique to Malawi and Zambia. On April 21, 2016 CDN acquired two new boats and two new cutting-edge technology of tug boats.

These are modern equipments used only in the most developed ports in the world. Acquiring this equipment will further help the increase maritime operations at the port of Nacala.

SOCIAL RESPONSABILITY

Under the program Learning and Knowing, CDN, held this year, another visit to promote

UNKNOWN FACTS

CDN currently has the country's best passenger services with carriages that offer excellent conditions of comfort and safety from Nampula to Cuamba or Cuamba to Nampula.

CDN has supported various educational institutions with sponsorship awards to the best students of various colleges existing in Nampula province, and has a tradition partnership with the Catholic University of Mozambique, through assignment of work experience training for graduated students of various technical and higher education.

The depth of Bengo bay waters gives the Port of Nacala exceptional navigation conditions, which allows the entry and exit of ships without limitation 24 hours a day and does not require drainage. The Nacala port is the only deep water port that does not need flow.

rail safety measures focused on always preserve the most value for the company that is life. CDN remains committed to the populations on the most vulnerable socioeconomic contexts, continues to develop health actions in the prevention of malaria and cholera, and has a special focus on children and youth.

The commitment to the well-being of all the employees is always one of the largest internal communication campaigns of the Northern Development Corridor, so the awareness that everyone has a healthier life is reflected in the brochures that are developed within Empathy, Self esteem, Stress, Sleep and Mental Health.



2005

Second phase of the concession has been completed and CDN began with the management of the Nacala Corridor for a period of 15 years.

2008

Foreign shareholders in SDCN (which owns 51% of CDN) close negotiation with INSITEC and this enters the SDCN structure.

2010

Vale acquires the INSITEC 51% of SDCN.

2011

A new Executive Committee is appointed to CDN, focusing on the railway revitalization.

2012

Creation of a new image and values to the company, receiving the International Quality Crown Award London 2012 in the category of Gold B.I.D (Business Initiative Directions).

2013

Investment in a rolling stock; The management of Nacala Port is outsourced; Affirmation of CDN brand.

2014

It was restructured the brand positioning and it resulted in the Policy Manual and standardization of all communication materials. Establishment of the program Learning and Knowing.

2015

In this year the Northern Development Corridor celebrated its tenth anniversary. The celebration had an internal communication initiatives aimed at employees with more than ten years of activity in the company.

2016

Pioneer in railway capacity in the country. Acquired more than 100 new wagons and two modern boats. Government institutions visited CDN under the program Learning and Knowing.