

Room 4

SESSION 9: SUSTAINABLE TOURISM: FROM POTENTIAL TO REALITY

Day 2 – 10 June 2026 – 12:00-13:30

Summary

Mozambique's tourism sector is at a turning point. While the country's natural assets are widely recognized, the priority is to translate this potential into concrete investments. Under the theme "Sustainable Tourism: From Potential to Reality", this session will focus on unlocking opportunities, strengthening public-private collaboration, and identifying the key reforms and financing solutions required to scale sustainable tourism projects and deliver tangible results.

Context

Mozambique offers a compelling tourism value proposition built on its 2,700 km coastline, rich marine ecosystems, and globally significant conservation areas. Inhambane Province alone combines beach, marine and wildlife experiences in a single destination, positioning Mozambique as a potential leading nature-based tourism destination in Africa. However, the sector continues to underperform relative to its potential. Key constraints include limited air connectivity, high travel costs, infrastructure gaps, complex land access, and a challenging business environment. At the same time there are signals of renewed investor interest. The priority is to translate this momentum into sustainable tourism projects, supported by targeted reforms, improved coordination across government, and stronger alignment with private sector needs. In a highly competitive global market, Mozambique must also evolve from a "potential-driven" narrative to a reliable, investment-ready destination, offering predictable investment conditions, strong sustainability credentials and quality experiences.

Tourism also offers significant potential for job creation and local economic linkages, particularly for youth, women, and SMEs across agriculture, fisheries, and services. Sustainable tourism development will depend on:

- Improved connectivity and enabling infrastructure
- Clear investment frameworks and access to finance
- Stronger local value chains and skills development

Session Objectives

To identify and enable concrete investment opportunities in sustainable tourism.

Facilitate dialogue between investors and government to unlock key constraints and improve the tourism business environment.

To share and capitalize on national and international experiences and best practices.

Session Format

The session will be structured in a dynamic way and geared towards dialogue between public decision-makers and the private sector, focusing on identifying concrete investment opportunities and discussing solutions to the sector's main challenges.

Opening and framing by the moderator:	5 min
Opening speech (Keynote - strategic vision):	10 min
Initial interventions by the panelists:	45 min
Audience participation:	30 min

Moderator

Ms. Alima Hussein Sauji

A Mozambican businesswoman and activist with over 20 years of experience in private sector development and policy dialogue. She is currently Chair of the CTA's Women, Young Entrepreneurs, SMEs, and Entrepreneurship Committee, Vice President of the Mozambique-Italy Chamber of Commerce, and founder of the *Para Elas* Podcast. She contributed to business environment reforms under USAID's SPEED+ project and to the organisation of investment forums such as Global Gateway and the Annual Private Sector Conferences (CASP). She served as Executive Director of the CTA and as Head of the DCP Secretariat coordinating between the Government and international partners.

Speaker:

Vasco Manhiça

He is a leading professional in the hotel and tourism sector, with a well-established track record in private sector leadership and representation. He currently serves as President of the Mozambican Federation of Hotel and Tourism (FEMOTUR) and

President of the Maputo City Hotels Association, playing a central role in coordinating, advocating for and promoting the interests of the national tourism industry.

In this framework, he positions himself as a key interlocutor between the private sector and the Government, contributing to policy definition, improving the business environment, and enhancing hospitality as a structural pillar of tourism development.

Panelists

Mr. Fredson Bacar – Secretary of State for Tourism of Mozambique

Mr. Fredson Bacar was Vice-Minister of Culture and Tourism between 2020 and 2025, and previously served as Provincial Director of Culture and Tourism in Inhambane (2015-2020) and Provincial Director of Tourism in Manica (2013-2015). Under his leadership, Inhambane consecutively won the award for best exhibiting province at the International Tourism Fair (FIKANI) between 2016 and 2019, as well as Platinum awards at the Indaba tourism fair (South Africa). He currently leads the national tourism strategy, focusing on improving the business environment and attracting investment.

Ms. Anneke Pienaar – General Manager of City Lodge Hotel Maputo

With a background in Hotel Management and a career begun in 1999, she has been with City Lodge Hotel Group since 2006. With extensive experience in hotel operations in South Africa and Mozambique, she stands out for strategic leadership and commitment to skills development in the sector, being responsible for academic partnerships for technical and professional exchange.

Mr. Pedro André – CEO of Visabeira Global and Managing Director of Visabeira Mozambique

Mr. Pedro André is an economist, CEO of Visabeira Global in Mozambique and Managing Director of Visabeira Mozambique, with over two decades of experience in the telecommunications, energy and tourism sectors. In the tourism sector, his work is directly linked to flagship developments under the Montebelo Hotels & Resorts brand, which harmoniously integrates high-end hospitality with biodiversity conservation. Among the emblematic projects under his leadership are the Montebelo Gorongosa Lodge & Safari, in Gorongosa National Park, and the Montebelo Milibangalala Bay Resort, in Maputo National Park. These projects exemplify a commitment to business models that combine premium hospitality with environmental conservation and

community development, serving as practical cases of sustainable tourism in Mozambique.

Mrs. Donatella Scarpa – CEO of Coral Lodge

A prominent Italian businesswoman in the tourism and sustainable hospitality sector, recognised for her strategic vision, leadership skills, and commitment to economic and social development. Graduated in Accounting, she began her professional career at the family company ACE Srl, where she held commercial and sales management positions. In 1991, she assumed the role of CEO of the company, consolidating her business experience and strengthening the organisation's presence in the international market. With an entrepreneurial vision focused on sustainable development and the promotion of exclusive tourism destinations, she founded Ecolibri Srl in 2016, where she serves as CEO and President. Under her leadership, Coral Lodge has become a benchmark for sustainable and eco-luxury tourism in Mozambique, contributing significantly to the promotion of national tourism, the empowerment of local communities, and the positioning of the country within the international tourism landscape. Her work has been instrumental in advancing tourism in Mozambique by creating a model that combines excellence, environmental preservation, community inclusion, and economic development.