



# DOING BUSINESS IN AFRICA GUIDE

## The Department of Trade and Industry



the dti

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Trade and Industry  
REPUBLIC OF SOUTH AFRICA

towards full-scale industrialisation and inclusive growth

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## FOREWORD BY THE MINISTER OF TRADE AND INDUSTRY



Dr Rob Davies (MP)

It is with great pleasure that the Department of Trade and Industry (**the dti**) introduces this guide on doing business in Africa. South African's trade with the region has grown significantly over the past two decades to overtake both Europe and Asia as our more important trading bloc. Manufactured exports to the region

also represent more than 50% of total exports, reflecting high value-added activities.

The pace of business should pick up further with the adoption of the Southern African Development Community (SADC) Industrialisation Action Plan, which emphasises the structural transformation of the region based on the pillars of industrialisation, regional integration and enabling infrastructure. The emphasis on developing value chains offers a focus on key opportunities in the mining, agro-processing and pharmaceutical sectors. An important shift in thinking will be to encourage deeper relationships between South African companies and partners in our neighbouring countries. In that regard, **the dti** has created an important entity, Trade Invest Africa (TIA), which focuses on

supporting and creating connections in the region. This will provide support to traders and investors to increase market access and facilitate higher levels of productive investment in the region.

This booklet aims to provide companies with useful contacts to be able to access the complete range of services available from the South African Government, its partners and key agencies. We wish you everything of the best in deepening your business relationships across the continent.

A handwritten signature in black ink, appearing to read 'Rob Davies', written over a horizontal dotted line.

Dr Rob Davies (MP)  
Minister of Trade and Industry

## 1. INTRODUCTION

The booklet *doing business in Africa* is a publication of **the dti**, developed in consultation with Government and the private sector to facilitate South African business across the continent by increasing awareness of the Government's offerings. There is a general perception that South African companies go it alone, without a "team SA" approach. This booklet aims to provide the connections that will allow a coherent approach between private sector players and the South African Government.

### South Africa Highlights



### South Africa

# ranked the largest economy in Africa and 33rd largest in the world (World Bank, 2016)

# ranked 75th in the world in the 2014 Index of Economic Freedom

# ranked 53 out of 148 countries in the World Economic Forum's (WEF) Global Competitiveness Report 2013/14

# increased its tax revenue from R100 billion in 1994 to R1 trillion in 2014

# is the second largest exporter of fruit in the world (*The Economist*)

# ranks first in platinum, second in palladium, third in gold, sixth in coal and ninth in wool outputs (*The Economist*)

# ranked 24 out of 192 countries in the Largest Gold Reserves Index 2013 (*The Economist*)

# is the economic powerhouse of the African continent and was named *fDi* Magazine's African Country of the Future 2013/14

# ranked 10 out of 189 countries for good practice in protecting investors in business (World Bank *Doing Business* Report 2014)

## 2. BACKGROUND AND PURPOSE

Since 1994, Africa has risen dramatically in importance as a trading bloc to South Africa, overtaking Europe in 2013 and on par with Asia since 2014.

This has gone hand in glove with the required integration agenda, both at an economic community level via SADC, and the tripartite and continental free trade agendas. South Africa's exports to the region comprise a high proportion of manufactured goods and value-added services, with a trade balance heavily in the country's favour, while its imports are largely commodity-based (oil and minerals).



A new priority is to encourage South African companies to establish more substantial positions in their key markets through joint ventures and investments that contribute to expanding the productive base of our key trading partners and ensuring a more sustainable growth path. This aligns closely with the objectives of the continent's industrialisation agenda, which has taken centre stage.

The structural transformation of Africa's economies is seen as resting on regional integration and the building of critical infrastructure to provide the means and economies of scale to facilitate industrialisation. Regional integration includes implementation of the SADC Free Trade Area to cover all member states; a gradual phase-down and abolition of rules of origin by 2025; liberalisation of exchange controls to allow free movement of capital within SADC by 2030; and ratification of the SADC Protocol on Trade in Services for implementation by 2020. The Tripartite Free Trade Area (TFTA) is aimed at fostering integration in the three regional economic communities (RECs), namely the Common Market for Eastern and Southern Africa (COMESA), the East African Community (EAC) and SADC.

The Continental Free Trade Area negotiations are well under way and focused on drawing together the continent of more than one billion inhabitants into a single free-trade area.

Africa's transformation is to be centred on commodity-based industrialisation through agro-industries, minerals and pharmaceuticals, which will encourage the creation of regional value chains and participation in global processes. The African Union (AU), United Nations Industrial Development Organisation (UNIDO) and United Nations Economic Commission for Africa (UNECA) continue to address the industrialisation challenges of the continent, particularly the need to shift from a dominance of commodities/extractives goods towards higher value-added and more complex goods and services.

South Africa's position at the southernmost tip of the continent provides access to the other 14 countries in SADC with a combined market of more than 250-million people, and can be considered the economic powerhouse of the continent. The fast-growing emerging economies and work on the continental and tripartite free trade areas will provide further opportunities for South African businesses.

## 2.1. South Africa's Position in Africa

Africa is on track to establishing a continental free trade area and it

is in South Africa's interest to ensure that it remains a major player within this expanding market. SADC accounts for more than 86% of South Africa's exports to Africa.

African countries have a concentration of unprocessed (raw material) commodities that are exported, resulting in low levels of intra-African trade of approximately 12%. It is for this reason that the focus is on adding value to exports and diversifying products to enhance both regional and global integration.

In terms of manufactured products, there is a low market share in agro-based manufactured products, with significant players such as Egypt, Kenya and Nigeria competing for the African market. South Africa is in a unique position to benefit from a larger and integrated African community.

## 2.2. Infrastructure Support

South Africa has demonstrated the ability to offer significant opportunities to investors from the continent through entities such as the Industrial Development Corporation (IDC) and Development Bank of Southern Africa (DBSA), which not only provide funding, but also shares risks by having stakes in new projects. The DBSA intends continuing its engagement with the private sector in strategic

projects and also where new projects are identified through public procurement processes.

Infrastructure and trade-related initiatives and various regional infrastructure master plans will provide a window of opportunity for a coherent approach to integration. The increase in investments in infrastructure is being driven by improved access to finance and a common infrastructure framework developed through the Programme for Infrastructure Development in Africa (PIDA).

PIDA is a continental initiative spearheaded by the AU Commission, in partnership with UNECA, the African Development Bank (AFDB) and the New Partnership for Africa's Development (NEPAD). It provides a strategic framework for prioritising regional projects by sector. The Presidential Infrastructure Champion Initiative (PICI) was born to accelerate regional infrastructure development through the political championing of selected projects. It aims to bring visibility, unblock bottlenecks, coordinate resource mobilisation and ensure project implementation within specified periods.

NEPAD's Spatial Development Initiatives (NEPAD-SDI) is a tool for configuring and prioritising interrelated, large-scale investments and transport infrastructure to promote trade, optimise the

use of infrastructure, encourage value-added processing and enhance competitiveness (Jourdan 2007). The goal of the spatial development corridor approach is to leverage anchor projects for more integrated growth along cross-border transport and service corridors, and to ensure that investments in extractive resources translate into widespread development.

The SDI programme, and the more recent Development Corridor approach, identifies "anchor" projects and connecting corridors based on a review of the availability of mineral commodities, agriculture, forestry, fisheries and tourism projects. Investments are configured along the corridor to catalyse revenue streams from sustainable sectors and provide enough cargo volumes to ensure that transport infrastructure along the corridor is fully used. The most well-known of the SDIs is the North South Corridor, with other active SDIs including the Walvis Bay, Mtwara and Nacala corridors.



### 3. INCENTIVES, FINANCIAL SUPPORT AND KEY SUPPORT INSTITUTIONS

the dti provides financial support to qualifying companies in various sectors to increase industrial competitiveness and inclusive participation in the economy. Sectors include manufacturing, export development and market access, as well as foreign direct investment (FDI).

#### 3.1. the dti Incentive Instruments

##### 3.1.1. Export Marketing and Investment Assistance (EMIA) Scheme

EMIA provides qualifying companies with partial compensation for costs incurred in respect of activities aimed at developing export markets for South African products and services, and recruits new FDI into South Africa through missions and research.

##### Individual Participation Incentive Schemes

- a. Individual exhibition and in-store promotions: the dti provides financial assistance to export councils, industry associations, provincial trade and investment promotion agencies (PIPAs), joint action groups (JAGs), export clubs and Chambers of Commerce for international trade

exhibitions where no National Pavilion is scheduled. The EMIA scheme bears the costs for the rental of exhibition space, stand-building, services, freight-forwarding and travel, but will exercise discretion on the market and sector. If approved, the relevant applicant will manage the entire project on behalf of the dti, including all procurement.

- b. Primary market research and FDI
- c. Individual Inward Missions

##### Group Participation Incentive Schemes

- a. Group Inward Buying Missions (IBM) and Group Inward Investment Missions (IIM)
- b. National Pavilions (NP): the dti assists South African exporters by organising National Pavilions to showcase local products at international trade exhibitions. The EMIA scheme bears the costs for space rental, the construction and maintenance of stands, electricity and water charges, and freight charges, up to a maximum of 3m<sup>3</sup> or two tonnes per exhibitor.
- c. Outward Selling Mission Assistance (OSM) and Outward Investment Mission Assistance (OIM): the dti provides assistance to South African exporters seeking

to conclude export orders with foreign buyers or encouraging and attracting FDI into the country. These missions are organised by export councils, Chambers of Commerce, PIPAs, export clubs or **the dti**.

The Group Outward Investment/Selling Mission offerings also include assistance for:

- export/investment seminars and conferences
- market research missions
- bidding/lobbying missions

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#### 3.1.2. Capital Projects Feasibility Programme (CPFP)

The CPFP is a cost-sharing programme that contributes to the cost of feasibility studies likely to lead to projects outside South Africa that will increase local exports and stimulate the market for South African capital goods and services. Its main objective is to facilitate feasibility studies likely to lead to high-impact projects that will stimulate

value-adding economic activities in South Africa as this will have greater impact on the country's industrial policy objectives.

The secondary objectives of the programme include:

- attracting high levels of domestic and foreign investments;
- strengthening international competitiveness of South African capital goods sector and allied industries;
- creating sustainable jobs in South Africa;
- creating a long-term demand for South African capital goods and services;
- stimulating project development in Africa and the SADC countries as well as support for the objectives of NEPAD; and
- stimulating upstream and downstream linkages with SMMEs and BEE firms.

The grant is capped at R8 million to a maximum of 50% of the total costs of the feasibility study for projects outside Africa and 55% of the total costs of the feasibility study for projects in Africa. The applicant must be a South African

registered legal entity. A foreign entity will only be considered if it partners with a South African registered entity and the application is submitted by the South African entity.

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### 3.1.3. **Sector-Specific Assistance Scheme (SSAS)**

The SSAS is a reimbursable cost-sharing incentive scheme whereby financial support is granted to organisations supporting the development of industry sectors and contributing to the growth of South African exports.

Organisations supported under SSAS include export councils, JAGs, industry associations and those involved in the development of emerging exporters.

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## 3.2. **Key Support Institutions**

### 3.2.1. **The Industrial Development Corporation (IDC)**

The IDC provides support to companies venturing into the rest of Africa to help grow South Africa's industrial base and economy. It develops regional suppliers for South African industries, building long-term, sustainable supply chains across the continent to generate jobs. Key focus areas are agriculture, manufacturing, tourism, minerals and mining, petroleum and energy, transport and other related infrastructure.

#### **Investment criteria for projects outside South Africa Normal/commercial loans**

##### **Minimum investment:**

Start-up projects - Minimum project size

SACU: R5 million

SADC: US\$3 million

Rest of Africa: US\$10 million

##### **Expansions and rehabilitations:**

SACU: existing asset base of at least R2.5 million

SADC: existing asset base of at least US\$3 million

Rest of Africa: existing asset base of at least US\$5 million

IDC exposure:

SADC incl. SACU: ≤50% of the required funding subject to a minimum disbursement of R1.5 million in SACU and US\$1 million in SADC



**Criterion 1: Promoting South African capital goods and services exports**

IDC funding is twice the value of South African goods and/or services that would be purchased by the project/ applications under consideration.

**Criterion 2: Development and integration of value chains**

Supplying and sourcing key inputs (raw materials, parts, intermediate goods, etc.) for manufacturing in South Africa and the rest of Africa. The opportunity improves logistics on a regional basis (facilitating intra-regional/intra-Africa trade and cooperation, which will result in job creation for South Africans) and contributes to the development and strengthening of knowledge value chains in South Africa.

**Criterion 3: Promoting South African ownership and expansion in the rest of Africa**

A South African-owned company or a project in which a South African company holds a significant equity stake (25% or more) will earn dividends from this investment. (Note: IDC funding in this case excludes the extension of funds to South Africans for the acquisition of an equity stake unless it is expansionary.) South African companies are expanding into the rest of Africa in pursuit of new markets, and an IDC equity stake in a business may be considered as part and parcel of South African ownership.

#### **Criterion 4: Waiver of South African benefit conditions**

The benefit conditions may on a case-by-case basis be waived for projects and business opportunities in countries that share a border with South Africa, i.e. Botswana, Lesotho, Namibia, Swaziland, Mozambique and Zimbabwe.

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#### **3.2.2. The Development Bank of South Africa (DBSA)**

The DBSA is a state-owned entity with the purpose of accelerating sustainable socio-economic development and improving the quality of life of the people of SADC by driving financial and non-financial investments in the social and economic infrastructure sectors. The Government mandated the DBSA to:

- promote economic development and growth, human resources development and institutional capacity;
- support sustainable development projects and programmes; and
- focus on infrastructure and leverage the private sector.

#### **DBSA Funding Programmes**

##### **a. Project Preparation Fund**

The Project Preparation Fund provides project preparation funds for developing infrastructure projects. The funds are intended to be used for the following:

- creating an enabling environment for infrastructure projects to implemented
- conducting pre-feasibility studies
- conducting bankable feasibility studies
- assistance with costs to reach financial close

The funds are limited to projects in South Africa, SADC and select countries in the rest of Africa.

#### **Funds open for project preparation funding**

- i. DBSA own funding – applicable to projects in South Africa and across the African continent. The DBSA budgets and allocates R200 million for project preparation funding each year.
- ii. Infrastructure Investment Programme for South Africa – for projects in South Africa only or projects in the SADC region involving more than one SADC country; budget: R1.5 billion.
- iii. Project Preparation and Development Facility – for

projects in SADC member countries only; budget: US\$8 million.

- iv. Funding available only for projects in the energy, bulk water, transport and ICT sectors.

**b. Infrastructure Investment Programme for South Africa (IIPSA)**

The Government of South Africa and the European Union (EU) jointly developed an infrastructure funding programme to support South Africa's National Development Plan as well as the Regional Infrastructure Development Master Plan of SADC. The programme, known as IIPSA, is funded by the EU to a total value of €100 million. The DBSA was selected as the implementing agent and serves as the fund manager and Secretariat of the programme.

IIPSA is expected to support the implementation of the government infrastructure programme and address the constraints to infrastructure development in South Africa and the SADC region. The programme provides innovative financing involving the blending of EU grants with loans from participating development finance institutions (DFIs) including the DBSA, Kreditanstalt für Wiederaufbau (KfW), European

Investment Bank (EIB) and African Development Bank (AFDB). IIPSA is a grant facility with the condition of a loan from one or more of the participating DFIs, and is limited to South Africa and the SADC region. SADC projects need to be trans-border involving two or more countries in the SADC region or national projects with demonstrable regional impact on one or more countries in the region.

**c. SADC Project Preparation and Development Facility (PPDF)**

The PPDF facility was born out of article 26A of the SADC Treaty. The programme addresses the shortage in project preparation funding for infrastructure projects in the region. The funds are administered, managed and disbursed by DBSA on behalf of the SADC Secretariat and is funded by the EU and KfW Investment Bank.

The PPDF will create a conducive environment for investment through financing the preparation of infrastructure projects. The PPDF will concentrate on those projects considered as enablers of regional integration, provide technical assistance for infrastructure project identification, preparation and feasibility studies

with a view to making the projects bankable and attractive to investors. A grant facility will be made available for 95% of the required amount. A 5% monetary value of the grant is required from the recipient.

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### 3.2.3. The Export Credit Insurance Corporation of South Africa SOC Ltd (ECIC)

The ECIC promotes trade with countries outside the Republic by providing for, on behalf of the Government of the Republic, the insurance of contracts in connection with export transactions, investments and loans or similar facilities that are connected with such transaction, and to provide for matters connected therewith.

The ECIC is a self-sustained state-owned national export credit agency. It is a registered insurer and is subject to the

supervision and regulation of the Financial Services Board and other relevant legislation. The ECIC underwrites bank loans, supplier credits and investments outside South Africa to enable South African contractors to win capital goods and services contracts in other countries. It is subject to normal income tax at corporate rates, and follows normal company policies and procedures in its operations. The ECIC conducts its business in a transparent manner, with its annual report made freely available to the public.

#### Investment Insurance

Investment insurance targets South African business entities that want to invest in foreign countries and covers acquisitions or equity contribution and shareholder loans. This insurance coverage is provided against political risk only.

#### Scope and level of cover

Equity investment or shareholder loans are covered against political risks, such as:

- expropriation, nationalisation or confiscation of the insured investment, including creeping expropriator actions of the foreign government, which may cause a

gradual erosion of profitability of the foreign business to the extent that the foreign business cannot operate for at least one year as envisaged or produce profits for three consecutive years;

- war, i.e. loss or damage to the investment due to war, civil war, rebellion, revolution or insurrection in the foreign country as well as loss due to the inability of the foreign business to operate for at least one year as envisaged or produce profits for three consecutive years due to the occurrence of the abovementioned events; and
- transfer risk, i.e. loss directly due to any action by the foreign government that prevents, restricts or controls the transfer of the investment and/or shareholder or commercial loan or dividends and/or interest payments from the foreign country to South Africa for a period of at least 365 days. Indemnification by ECIC will be limited to 90% of the loss suffered by the investor. Premiums payable in terms of the investment insurance cover will take into account the following:
  - risk events in the country where the investment will be made;
- investment period to be covered; and
- scope of covered political risk events.

### Qualification criteria

To qualify for this cover, an investment or shareholder loan must adhere to the following criteria:

- be a new investment or additional to an existing investment and could be associated with a new project as well as the expansion or financial restructuring of existing projects or acquisitions involving the privatisation of a state-owned enterprise;
- approval must be obtained from the host country government, where applicable, and the South African Reserve Bank; and
- the South African entity must hold at least 10% of the paid-up share capital with voting rights in the foreign entity, with adequate protection of minority rights.

### Export Credit Insurance

Export credit insurance provides for transactions involving capital goods and/or services outside South Africa. The ECIC provides credit insurance to banks and suppliers, thereby facilitating term finance for such transactions.



## Risk events

Insurance cover is provided for losses arising from:

- **Political risk events, which include:**
  - confiscation, expropriation and nationalisation of all or any material part of the business or assets of the foreign buyer/borrower;
  - change in law – discriminatory decree or regulation by the host government that prevents normal business operations of the enterprise;
  - transfer restriction – loss incurred due to any action taken by the host government that prevents the conversion of a local currency into South African rand or US dollars or the transfer of South African rand or US dollars outside that country;
  - war and civil disturbance – loss incurred due to acts of war, revolution, insurrection, civil war, civil commotion and sabotage;
  - breach of contract – loss incurred due to a material breach of contractual obligation(s) by the host government;
  - protracted default – payment default by a sovereign borrower/guarantor or state-owned entity; and
  - terrorism and piracy may be covered on a case-by-case basis.

- **Commercial risk events, which include:**
  - insolvency – sequestration, liquidation or judicial management of a borrower; and
  - protracted default – an undisputed payment default by a borrower.

The ECIC normally provides insurance cover for credit terms with a minimum period of two years. Repayment periods of more than 10 years can be considered on a case-by-case basis. The premium cost relating to credit insurance cover depends on the perceived political risk in the host country where the goods/project will be delivered; the credit risk assessment of the borrower and/or the project; the length of the delivery; and the repayment period.

## Levels of cover

In the case of project finance transactions, cover against political and commercial risks can be up to 100% and 95% of the loan amount respectively. However, in the case of corporate and sovereign borrowers or guarantors, the loan amount can be covered up to 100% for both political and commercial risks.

### South African Content Requirements

The requirement is that at least 70% of South African content on the ECIC-supported loan amount be achieved. However, projects in the African continent may comprise at least 50% South African content and the balance required to achieve 70% may consist of content from the host country or any other country in Africa.

South African content consists of:

- the cost of materials and manufactured goods purchased from South African suppliers minus the value of any materials, goods or major components of manufactured goods that have been imported from sources outside South Africa; and
- wages, salaries and other remuneration paid by the exporter in South Africa to its employees and such portions of wages, salaries and other remuneration payable to the exporter's employees.

In calculating local content, the ECIC includes the following costs incurred by the exporter within South Africa:

- freight charges paid in South Africa;
- insurance premiums paid in respect of a policy issued in South Africa;

- finance charges and fees, excluding any interest for post-delivery finance, paid to any financial institution normally operating in South Africa;
- fees and charges paid for any other services performed in South Africa on the exporter's behalf by a South African-resident organisation; and
- fees and profits accruing to the exporter.

African content consists of:

- content from the host country
- content from any other African country

The **Performance Bond Insurance Scheme** enables the ECIC to work with banks and other financial institutions to increase the capacity of the South African market to issue bond facilities for export contracts.

There are different types of performance guarantees/ bonds and the ECIC may cover bid, performance, advanced payment, retention and reclamation bonds.

## Foreign Exchange Risk Cover

The ECIC covers export credit loans denominated in South African rand or US dollar. In the case of US dollar denominated-transactions, South African contractors face foreign exchange rate risks during the delivery period for work completed in as far as their expenses were rand-based. Guaranteed Rates of Exchange, obtained from the South African Reserve Bank are then issued to the contractor to eliminate the impact of currency fluctuations in their pricing during the delivery phase of the project. This forex risk cover is administered by the ECIC on behalf of the South African Reserve Bank. The export/contractor's cover is a prerequisite for obtaining forex risk cover. In some instances, the exporter/contractor's cover can be obtained on a standalone basis.

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## 3.2.4. Public Investment Corporation (PIC)

The PIC is the only investment management company in South Africa that focuses exclusively on the pensions of the public sector. The PIC is wholly owned by the South African Government, but operates in a manner comparable with any private-sector asset manager. It is the largest investment manager on the African continent. The PIC Isibaya Fund is a division of the PIC and provides finance for projects that generate financial returns, while also supporting positive, long-term economic, social and environmental outcomes for South Africa.

### Funding

The objective of the Isibaya Fund portfolio is to earn good financial returns while supporting positive, sustainable economic, social and environmental outcomes through the various funds illustrated in Table A. The PIC is a signatory to the United Nations (UN) Principles of Responsible Investment and the UN Global Compact. Funding will, therefore, be provided only for projects that promote sound governance, environmental and social practices.

The PIC supports Broad-Based Black Economic Empowerment (B-BBEE) and seeks to implement, where appropriate, the B-BBEE Codes of Good Practice issued by the dti.

TABLE A: ISIBAYA FUND

<b>Area: In the rest of Africa</b>	
<b>FUNDS</b>	Development investments
<b>PURPOSE</b>	To invest in large-scale and long-term infrastructure capital returns, while acting as catalysts to unlock the rest of Africa's economic potential and attract FDI
<b>SECTOR FOCUS</b>	<ul style="list-style-type: none"> <li>• Energy</li> <li>• Transport and logistics</li> <li>• Social infrastructure and other related sectors</li> <li>• Water</li> <li>• ICT</li> </ul>
<b>BROAD ELIGIBILITY CRITERIA</b>	<ul style="list-style-type: none"> <li>• Funding starts from US\$50 million</li> <li>• Funding instruments may comprise equity, mezzanine, debt or a hybrid thereof</li> <li>• Funding will be commercially priced</li> <li>• Funding terms will usually be seven years or longer, however, shorter periods may be considered where there is high developmental impact and/or financial returns</li> <li>• Funding may be utilised for construction, development and/or improvement and replacement of infrastructural frameworks within Africa</li> <li>• Security may comprise various assets deemed acceptable to the PIC</li> </ul> <p>Investments must have a significant development impact</p>

For more information about the ISibaya Fund,  
visit <https://isibayafund.pic.gov.za/About-Us.aspx>

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## 4. MULTILATERAL INSTITUTIONS

### 4.1. UN Industrial Development Organisation/UNIDO

The mission of UNIDO is to promote and accelerate inclusive and sustainable Industrial development in developing countries and economies in transition.

The relevance of an integrated approach to all three pillars of sustainable development is recognised by the recently adopted 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame the UN and country efforts towards sustainable development in the next 15 years. UNIDO's mandate is fully recognised in SDG-9, which is to "build resilient infrastructure, promote inclusive and sustainable industrialisation, and foster innovation".

UNIDO's projects in Africa are funded by a number of donors, including traditional bilateral donor countries, emerging donor countries, and international and multilateral organisations. Other sources of funding include financing through trust fund agreements and business partnerships.

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### 4.2. UN Economic Commission for Africa (ECA)

The ECA's mandate is to promote the economic and social development of its member states, foster intra-regional integration and promote international cooperation for Africa's development. It is the only UN agency mandated to operate at regional and sub-regional levels to harness resources and bring them to bear on Africa's priorities.

The ECA supports infrastructure and industrial development in Africa by providing policy options for advisory services and technical assistance to regional economic communities (RECs), the AU Commission and the NEPAD Planning and Coordination Agency.

It promotes the efficient utilisation of policy research in member states to support governments and Pan-African institutions, and to build and strengthen the capabilities of their policymakers through the African Institute for Economic Development and Planning (IDEP). The primary purpose of accompanying and supporting newly independent

African countries in their quest to build their human resource capacities as a necessary prerequisite for sustaining independence and promoting socio-economic development.

#### Contact details

Office of the Deputy Executive Secretary and Chief Economist  
(Knowledge Generation)

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Mr Said Adejumobi,

Director: Subregional Office, Southern Africa

#### 4.3. African Development Bank Group

The African Development Bank Group mobilises and allocates resources for investment in RMCs, and provides policy advice and technical assistance to support development efforts.

The bank intends to scale up infrastructure financing to the continent not only through its own lending, but also by leveraging its financial resources. It is well-positioned to play a leading role in fostering Africa's economic integration to create larger, more attractive markets; to link landlocked countries, including fragile

states, with international markets; and to support intra-African trade. The bank continues to invest in rural infrastructure (such as roads, irrigation, electricity, storage facilities, access to markets, conservation systems and supply networks) to help countries increase agricultural productivity and competitiveness.

The lending operations of the Bank Group are conducted via three windows, namely the African Development Bank (ADB), the African Development Fund (ADF) and the Nigeria Trust Fund (NTF).

The ADF is the concessional window of the bank for development in the least developed African countries through the provision of concessional funding for projects and programmes, and technical assistance for studies and capacity-building activities. Donor countries replenish the fund's resources every three years.

The NTF is a self-sustaining revolving fund that can co-finance operations with the ADB and the ADF or fund stand-alone operations in both the public and the private sector. The NTF only provides concessional loans, and its resources are allocated to projects not countries.

The bank's standard loans are categorised either as Sovereign Guaranteed Loans (SGL) or Non-Sovereign Guaranteed Loans (NSGL). The ADB defines an SGL as a loan made to a regional member country (RMC) or public sector enterprise from an RMC supported by the full faith and credit of the RMC in whose territory the borrower is domiciled. Multinational institutions are eligible to SGLs if they are guaranteed by an RMC or by RMCs in whose territory or territories they will execute the project. The NSGLs are loans made either to public sector enterprises, without the requirement of a sovereign guarantee, or to private sector enterprises.

### Eligibility of countries

Eligible countries for public sector SGLs are RMCs from the bank's Category C countries, which are only eligible to receive financing from the non-concessional AfDB window (Angola - graduating country, Algeria, Botswana, Egypt, Equatorial Guinea, Gabon, Mauritius, Morocco, Namibia, Seychelles, **South Africa**, Swaziland and Tunisia) and Category B countries, otherwise known as 'blend' countries, which are eligible to receive Bank Group financing from both the non-concessional AfDB window and the concessional ADF window (Nigeria, Cape Verde and Zimbabwe). Additionally, public-sector enterprises from Category C and B with a sovereign guarantee are also eligible for SGLs.

For more information, contact Mtchera Johannes Chirwa, Addison Ernest or Dube Memory.

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## 5. USEFUL CONTACTS

the dti aims to provide a predictable, competitive, equitable and socially responsible environment that is conducive to investment, trade and enterprise development.

- the dti's regional integration and trade cooperation divisions
  - **International Trade and Economic Development (ITED)** promotes economic development and meaningful participation of South Africa in the global economic and trade environment. It achieves this by working to build an equitable multilateral trading system that facilitates development and strengthens trade and investment links with key economies. It covers multilateral and regional trade agreements and economic cooperation.  
**Contact:** Ms Noncedo Mviko, Tel: 012 394 3084
  - **African Industrial Integration and Development (AIID)** supports Africa industrial development in terms of both policy and research into regional value-chains and identifies projects that will advance the interest of industrialisation on the African continent.  
**Contact:** Mr Nigel Gwynne-Evans, Tel: 012 394 1300
  - **Trade Invest Africa** creates a closer working relationship between the South African Government and the private sector

to take advantage of export and investment opportunities on the African continent. It facilitates access to capital, markets and other non-financial support.

**Contact:** Ms Zanele Mkhize, Tel: 012 394 3059

- **International Trade Administration (ITAC)** undertakes tariff investigations, trade remedies and deals with issues of import and export control.  
**Contact:** Mr Edwin Mkwanazi, Tel: 012 394 3742
- **Inter-departmental Investment Clearing House (IPICH)** facilitates the increase in the quality and quantum of foreign and domestic direct investment by providing an efficient and effective investment recruitment, problem-solving and information service. The One Stop Shop provides a facilitation service to investors by unblocking and fast-tracking investment and reducing red tape.  
**Contact:** Mr Dean Hoff, Tel: 012 394 1893
- **Trade Investment South Africa (TISA)** promotes trade and inward investment, and builds on trade and investment relations. It focuses on encouraging exports to leverage global growth for the development of the South African economy  
**Contact:** Ms Seema Sardha, Tel: 012 394 1755



## 5.1. Summary of main trade agreements between South African and the rest of Africa

South Africa, via its established agreements led by the dti, utilises strong government-to-government relations and mechanisms to advance a developmental agenda in Africa that focuses on:

- identifying and establishing joint investment projects in partner countries;
- promoting two-way trade;
- coordinating South African technical cooperation and assistance to support policy and institutional development in partner countries;
- promoting cross-border infrastructure development, notably on the basis of the SDI methodology;
- promoting regional integration through the strengthening and consolidation of the Southern African Customs Union (SACU) and SADC free trade agreement; and
- Negotiating agreements on investment protection and economic cooperation.

Of greater importance, will be the accelerated conclusion of enabling agreements under negotiation, and the implementation measures of those that have been ratified.

Type of Agreement		Countries Involved	Main Objective/Terms	Products Involved
<b>Customs Union</b>				
Southern African Customs Union (SACU)	Customs Union	South Africa, Botswana, Lesotho, Namibia and Swaziland	Duty-free movement of goods with a common external tariff on goods entering any of the countries from outside the SACU	All products
<b>Free Trade Agreements (FTAs)</b>				
SADC FTA	FTA	Between 12 SADC member states	A FTA with 85% duty-free trade achieved in 2008. The 15% of trade constituting the "sensitive list" is expected to be liberalised from 2009 to 2012 when SADC attains the status of a fully-fledged FTA with almost all tariff lines traded duty free	Most products

Type of Agreement		Countries Involved	Main Objective/Terms	Products Involved
Trade, Development and Cooperation Agreement (TDCA)	FTA	South Africa and the EU	The EU offered to liberalise 95% of its duties on South African originating products by 2010; in turn, South Africa offered to liberalise 86% of its duties on EU originating products by 2012	There is currently a review of the agreement under way, which is aimed at broadening the scope of product coverage – this is taking place under the auspices of the Economic Partnership Agreement (EPA) negotiations between SADC and the EU

Type of Agreement		Countries Involved	Main Objective/Terms	Products Involved
EFTA-SACU FTA	FTA	SACU and the European Free Trade Association (EFTA) -Iceland, Liechtenstein, Norway and Switzerland	Tariff reductions on selected goods	Industrial goods (including fish and other marine products) and processed agricultural products – basic agricultural products are covered by bilateral agreements with individual EFTA states
Africa Growth and Opportunity Act (AGOA)	Unilateral assistance measure	Granted by the US to 39 Sub-Saharan African (SSA) countries	Preferential access to the US market through lower tariffs or no tariffs on some products	Duty-free access to the US market under the combined AGOA/GSP programme stands at approximately 7 000 product tariff lines

Type of Agreement		Countries Involved	Main Objective/Terms	Products Involved
Trade and Investment Framework Agreement (TIFA)	Bilateral agreement	South Africa and US	Provides a bilateral forum for the two countries to address issues of interest, including AGOA, TIDCA, trade and investment promotion, non-tariff barriers, SPS, infrastructure	None
Current Trade Negotiations				
SACU-India PTA	Preferential Trade Agreement	SACU and India	Tariff reductions on selected goods	SACU and India are in the process of exchanging tariff requests

Type of Agreement		Countries Involved	Main Objective/Terms	Products Involved
SADC-EAC-COMESA Tripartite FTA	Free Trade Agreement	26 countries with a combined GDP of US\$860 billion and a combined population of approximately 590-million people	The Tripartite Framework derives its basis from the Lagos Plan of Action and Abuja Treaty establishing the African Economic Community (AEC), which requires rationalisation of the continent's regional economic communities. The FTA will be negotiated over the next three years, with the possibility of an additional two years for completion.	The tripartite initiative comprises three pillars that will be pursued concurrently to ensure an equitable spread of the benefits of regional integration: market integration; infrastructure development; and industrial development. The FTA will, as a first phase, cover only trade in goods. Services and other trade-related areas will be covered in a second phase.

## 5.2. Economic policies, trade regime and foreign trade

Enabling Instrument	Purpose
Industrial Policy Action Plan (IPAP)	The aim of the IPAP is to achieve higher levels of inclusive sustainable economic growth and radical transformation. It seeks to bring about a structural change in the economy by breaking out of commodity dependence and moving towards a diversified, knowledge economy in which increasing value-addition and export intensity define South Africa's growth trajectory.
National Industrial Policy Framework (NIPF)	The NIPF sets out Government's broad approach to industrialisation with the following core objective: contributing to industrial development on the African continent, with a strong emphasis on building its productive capacity.
Trade Policy and Strategy Framework	The trade policy and strategy framework is an instrument of industrial policy and aims to accelerate growth along a path that generates sustainable, decent jobs to address apartheid legacies.
New Growth Path (NGP)	The NGP is the framework for economic policy and the driver of the country's jobs strategy.
Export Credit and Foreign Investments Insurance Act, 1957 (Act No. 78 of 1957)	The Act promotes trade with countries outside the Republic by providing for the insurance, on behalf of the Government of the Republic, of contracts in connection with export transactions, investments and loans or similar facilities connected with such transactions.

Enabling Instrument	Purpose
Investment Bill	The Bill provides for the legislative protection of investors and the protection and promotion of investment; to achieve a balance of rights and obligations that apply to all investors; and to provide for matters connected therewith.

### 5.3. Key SADC strategies

- Regional Indicative Strategic Development Plan
- SADC Industrialisation Strategy and Roadmap
- SADC Industrialisation Action Plan
- The SADC Trade Protocol
- The Industrial Policy Development Framework (IPDF)
- The Regional Infrastructure Development Master Plan (RIDMP)
- The Industrial Upgrading and Modernisation Programme (IUMP)
- The Protocol on Trade in Services
- The Action Plan for Regional Manufacturing of Medicines and Health Commodities (AU)
- The Standardisation, Quality Assurance, Accreditation and Metrology (SQAM) initiative

- The Regional Action Programme on Investment (RAPI)
- The Regional Agricultural Plan (RAP)
- The Mineral Linkages and Beneficiation Plan
- Digital SADC 2027
- Strategic Water Supply Infrastructure Development Programme
- Regional Green Economy Strategy and Action Plan for Sustainable Development

#### 5.4. Country representatives across the continent

South Africa has country representatives across the continent.

The websites of our embassies, consulates and high commissions abroad are listed at <http://www.dirco.gov.za/webmissions/index.html>

Detailed information can be accessed on <http://www.dirco.gov.za/departments/index.html>

#### EAST AFRICA AND SADC

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Harare SA High Commission, 7 Elcombe Road, Belgravia, Harare, Zimbabwe Postal address P.O. Box A1654 Avondale, Harare, Zimbabwe  0 HOURS	Mr Frank Stevens Counsellor (Economic)  Mr Keith Goto <b>Marketing Officer</b>  Ms Thobekile Mpfu Secretary	T 00263 4 251 849 00263 4 251 853  M 00263 78 270 3972 (Frank) 00263 772 135 344 (Keith) 00263 731 889 029 (Thobekile)  F 00263 4 753 185 00263 4 749 657  fstevens@saembassy.co.zw E trade@saembassy.co.zw trademarketing@saembassy. co.zw

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Kinshasa SA Embassy, 77 Avenue Ngongo Lutete, Gombe, Kinshasa, Democratic Republic of the Congo (DRC) Postal address Boite Postale 7829, Kinshasa 1, DRC  -1 HOUR	Ms Louisa Buthelezi Counsellor (Economic)  Ms Vanessa Kasongo Marketing Officer  Mr Victor M Mulenda Driver	T 00243 81 556 6597  M 00243 82 000 4993 (Louisa) 00243 82 850 2631 (Vanessa)  F 00243  E KasongoV@dirco.gov.za l_buthelezi@yahoo.com

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<p>Algiers SA Embassy, 21 Rue du Stade, Hydra, Algiers 16000, Algeria</p> <p>+2 HOURS</p>	<p>Ms Manone Madyo Counsellor (Economic)</p>	<p>T 00213 2148 4418</p> <p>M 00213 7968 53548</p> <p>E madyom@dirco.gov.za</p>

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## 6. ADVISORY

### 6.1. Chambers of Commerce and Industry

South African Chamber of Commerce and Industry (SACCI)	<a href="http://www.sacci.org.za">www.sacci.org.za</a>
Johannesburg Chamber of Commerce and Industry (JCCI)	<a href="http://www.jcci.org.za">www.jcci.org.za</a>
Ekurhuleni North Chamber of Commerce and Industry (ENCCI)	<a href="http://www.encci.org.za">www.encci.org.za</a>
Nepad Business Foundation (NBF)	<a href="http://www.nepadbusinessfoundation.org">www.nepadbusinessfoundation.org</a>
The National African Federated Chamber of Commerce (NAFCOC)	<a href="http://www.nafcoc.org.za">www.nafcoc.org.za</a>
National Small Business Chamber (NSBC)	<a href="http://www.nsbcc.org.za">www.nsbcc.org.za</a>
Minara Chamber of Commerce (MCC)	<a href="http://www.minara.org.za">www.minara.org.za</a>
National Mandela Bay Business Chamber	<a href="http://www.nmbbusinesschamber.co.za">www.nmbbusinesschamber.co.za</a>
Cape Town Chamber of Commerce	<a href="http://www.capechamber.co.za">www.capechamber.co.za</a>
NEDLAC (National Economic Development and Labour Council)	<a href="http://www.new.nedlac.org.za">www.new.nedlac.org.za</a>
Black Business Council	<a href="http://www.blackbusinesscouncil.org">www.blackbusinesscouncil.org</a>

### 6.2. Export Council and Industry Associations

<p><b>Automotive Industry Export Council (AIEC)</b></p> <p>Contact: Norman Lamprecht</p> <p>Alenti Office Park</p> <p>Block F</p> <p>457 Witherite</p> <p>Wilgers</p> <p>Tel: +27 12 323 2980/1</p> <p>Fax: +27 12 326 3232</p> <p>E-mail: <a href="mailto:norman@naamsa.co.za">norman@naamsa.co.za</a></p> <p>Website: <a href="http://www.naamsa.co.za">www.naamsa.co.za</a></p>	<p><b>Built Environment Professions Export Council (BEPEC)</b></p> <p>Contact: Con Korsten</p> <p>No 7, First street</p> <p>Menlo Park</p> <p>Pretoria</p> <p>0081</p> <p>Tel: +27 12 362 0522 / 078 799 4241</p> <p>Fax: +27 86 668 7880</p> <p>E-mail: <a href="mailto:Con@bepec.co.za">Con@bepec.co.za</a> / <a href="mailto:ria@bepec.co.za">ria@bepec.co.za</a></p> <p>Website: <a href="http://www.bepec.co.za">www.bepec.co.za</a></p>
<p><b>SA Boatbuilders' Export Council</b></p> <p>Contact: Kareemah Jacobs</p> <p>P.O. Box 51468,</p> <p>V&amp;A Waterfront,</p> <p>Cape Town</p> <p>8002</p> <p>Tel: +27 21 418 8899 / +27 82 800 4084</p> <p>Fax: +27 21 447 6456</p> <p>E-mail: <a href="mailto:kareemah@miasa.co.za">kareemah@miasa.co.za</a> / <a href="mailto:info@sabbex.co.za">info@sabbex.co.za</a></p>	<p><b>SA Capital Equipment Export Council (SACEEC)</b></p> <p>Attention: Eric Bruggeman</p> <p>9 Ninth Avenue,</p> <p>Northmead, Benoni</p> <p>1501</p> <p>Tel: +27 11 849 7388 / +27 83 459 3073</p> <p>Fax: +27 11 849 7388</p> <p>E-mail: <a href="mailto:osiriscon@icon.co.za">osiriscon@icon.co.za</a></p> <p>Website: <a href="http://www.saceec.com">www.saceec.com</a></p>

<p><b>SA Electrotechnical Export Council (SAEEC)</b></p> <p>Contact: Chiboni Evans SAEEC House, Building 1 Gallagher Business Exchange, 688 Gallagher Avenue, Halfway House Tel: +27 11 315 0209 Fax: +27 86 661 1327 E-mail: info@saeec.org.za Website: www.saeec.org.za</p>	<p><b>SA International Steel Fabricators (ISF)</b></p> <p>Contact: Neels van Niekerk P.O. Box 291724 Melville, 2109 Tel: +27 11 726 6111 / +27 82 339 3393 Fax: +27 11 882 9044 E-mail: director@isf.co.za Website: www.isf.co.za</p>	<p><b>Rail Road Association (RRA)</b></p> <p>Contact: Gorman Zimba / John Thompson / Enolla Thomas P.O. Box 13053, Northmead, Benoni, 1511 Tel: +27 79 879 8181/ +27 82 574 2505 / +27 79 857 5374 Fax: +27 86 685 5042 E-mail: Admin-rra@mweb.co.za</p>	<p><b>SA Flower Export Council</b></p> <p>Contact: Jac Duif P.O. Box 163 Paarl, 7620 Tel: +27 21 870 2900 / +27 82 443 1755 / +27 83 658 8156 Fax: +27 21 870 2915 E-mail: info@sflower.co.za Website: www.safflowers.co.za</p>
<p><b>Steel Tube Export Association</b></p> <p>www.steasa.com Contact: Colin Shaw P.O. Box 18587 Sunward Park, 1470 Tel: +27 11 823 2377 / +27 82 801 8326 Fax: +27 11 823 2377 E-mail: astpm@astpm.com Website: www.astpm.com</p>	<p><b>SA Wire Business Association</b></p> <p>Contact: Keith Campbell The Great Wall Group, Unit A No. 5 Skeen Bvld Road, Bedfordview P/Bag X10020 Edenvale, 1610 Tel: +27 11 455 3228 Fax: +27 11 455 4277 E-mail: sawa@sawa.co.za Website: www.sawa.co.za</p>	<p><b>Aluminium Federation of South Africa (AFSA)</b></p> <p>2nd Floor, Corporate Park, 4 - 6 Skeen Boulevard, Bedfordview Aluminum Federation of South Africa (AFSA) Contact: Rentia Malan / Mark Krieg Tel: +27 011 455 5553 / +27 11 453 3339 Fax: +27 11 455 5554 E-mail: afsa@afsa.org.za Website: www.afsa.org.za</p>	<p><b>Iron and Steel Institute (SAISI)</b> <b>SA Iron and Steel Institute (SAISI)</b></p> <p>Contact: Johann Nell Pretoria Tel: +27 12 320 2450 Fax: +27 12 320 1150 E-mail: JohannN@saisi.co.za Website: www.saisi.co.za</p>

<p><b>Farmed Abalone Export Council (FAEC)</b></p> <p>Contact: Mike Upson  P.O. Box 31208,  Tokai, 7966  Tel: +27 21 701 1820 / +27 72 910 9802  Fax: +27 21 402 9258  E-mail: upson@iafrica.com</p>	<p><b>SA Equine Trade Council</b></p> <p>Contact: Peter Gibson  P.O. Box 40  Durban, 4000  JB McIntosh Drive, Summerveld,  Shongweni  Tel: +27 31 769 2961  Fax: +27 31 769 2944  E-mail: sheila.devilliers@racingsouthafrica.co.za</p>
<p><b>SA Ostrich Business Chamber</b></p> <p>Contact: Pete Kleyn  P.O. Box 952  Oudtshoorn, 6620  Tel: +27 44 272 3336  Fax: +27 44 272 3337  E-mail: admin@saobc.co.za</p>	<p><b>Fresh Produce Exporters' Forum/ Fruit South Africa</b></p> <p>Contact: Anton Kruger  The Colosseum Building  Foyer 31st Floor Century Way  Private Bag X5  Century City, 7446  Tel: +27 21 526 0474 / +27 83 299 6813  Fax: +27 21 526 0479  E-mail: marletta@fpf.co.za  Website: www.fpef.co.za</p>

<p><b>SA Fruit and Vegetable Canners' Export Council</b></p> <p>Contact: Arlene Pienaar / Jill Atwood-Palm  258 Main Street, Paarl  Tel: +27 21 871 1308 /  +27 82 465 2724  Fax: +27 21 872 5930  E-mail: jill@safvca.co.za</p>	<p><b>SA Footwear and Leather Export Council</b></p> <p>Contact: Nerisha Jairaj  P.O. Box 1540  Kloof, 3640  Tel: +27 31 764 7537 / +27 73 621 0126  Fax: +27 31 701 4208  E-mail: saflec@safliia.co.za</p>
<p><b>Wines of South Africa (WOSA)</b></p> <p>Contact: Matome Mbatha  P.O. Box 987  Stellenbosch, 7599  Tel: +27 21 883 3860  Fax: +27 21 883 3861  E-mail: sthompson@wosa.co.za  Website: www.wosa.co.za</p>	<p><b>Cosmetics Export Council of SA (CECOSA)</b></p> <p>Contact: Adele Visser  82 Sherbrooke  Lopies Place  Edenglen, Edenvale, 1619  Tel: +27 11 040 0822 / +27 83 278 6797  Fax: +27 86 730 0840  E-mail: cecosa86@gmail.co.za  Website: www.cecosa.co.za</p>

<p><b>National Association of Automobile Manufacturers of South Africa (NAAMSA)</b>          Ground Floor, Building F          Alenti Office Park          457 Witherite Road          The Willows X82          Pretoria 0002          Tel: +27 12 807-0152          +27 12 807-0086          +27 12 807-0179          Fax: +27 12 807-0481          E-mail: naamsa@iafrica.com</p>	<p><b>Southern Africa Stainless Steel Development Association (SASSDA)</b>          1st Floor, Block D          Homestead Park          37-41 Homestead Road          Edenburg          Sandton          Tel: +27 11 883 0119          Fax: +27 86 639 4280          www.sassda.co.za</p>	<p><b>SA Olive Industry Association</b>          Contact: Leonard Arangies          Cape Town          Tel: +27 12 870 2900          Fax: +27 21 870 2915          E-mail: Leanard@adept.co.za</p>	<p><b>Association of Steel Tube and Pipe Manufacturers of South Africa (ASTPM)</b>          First floor, Block C          43 Empire Road          Johannesburg, Parktown West, 2193          Tel: +27 11 726 6111          Fax: +27 11 482 9644          E-mail: astpm@astpm.com</p>
<p><b>Plastics SA</b>          Contact: Anton Hanekom          18 Gazelle Avenue,          Corporate Park (South), Midrand, 1685          Tel: +27 11 653 4785          Fax: +27 86 515 7005          E-mail: anton.hanekom@plasticssa.co.za</p>	<p><b>SA Dairy Foundation</b>          Contact: Dr Koos Coetzee          Pretoria          Tel: +27 12 348 5345          Fax: +27 12 348 6284          E-mail: Koos.coetzee@mpo.co.za</p>	<p><b>Aerospace Maritime and Defence Industries Association (AMD)</b>          Cnr Nossob and Swakop,          Castle Walk Shopping Centre, above          Nedbank          Tel: + 27 12 752 5880/2          Fax: +27 86 247 4788 / +27 86 247 4585          E-mail: magda@amd.org.za          Website: www.amd.org.za</p>	<p><b>Civil Engineering Contractors (SAFCEC)</b>          12 Skeen Boulevard   Bedfordview            Johannesburg          P.O. Box 644   Bedfordview            Johannesburg   2008          Tel: +2711 409 0900          E-mail: info@safcec.org.za          Website: www.safcec.org.za</p>

<p><b>Consulting Engineers South Africa (CESA)</b></p> <p>Head Office</p> <p>Balvenie Building, Kildrummy Office Park c/o Witkoppen and Umhlanga Rd</p> <p>Paulshof, Johannesburg, South Africa</p> <p>Tel: +27 11 463 2022</p> <p>Fax: +27 11 463 7383</p> <p>Cell: +27 78 740 2795</p> <p>E-mail: <a href="mailto:general@cesa.co.za">general@cesa.co.za</a></p> <p>Website: <a href="http://www.cesa.co.za">www.cesa.co.za</a></p>	<p><b>Meat Exporters of South Africa (SAMIC)</b></p> <p><b>Meat Exporters of South Africa</b></p> <p>Contact: Rudi Van Der Westhuizen</p> <p>Menlo Park, Pretoria</p> <p>Tel: +27 12 361 4545</p> <p>Fax: +27 12 361 9837</p> <p>E-mail: <a href="mailto:ruidvdw@samic.co.za">ruidvdw@samic.co.za</a></p> <p>Website: <a href="http://www.samic.co.za">www.samic.co.za</a></p>
<p><b>South African Paint Manufacturing Association (SAPMA)</b></p> <p><b>South African Print and Packaging Federation</b></p> <p>Contact: Eric Khuhl</p> <p>Johannesburg</p> <p>Tel: +27 11 794 3810</p> <p>Fax: +27 11 794 3964</p> <p>Website: <a href="http://www.sapma.org.za">www.sapma.org.za</a></p>	<p><b>Jewellery Council of South Africa</b></p> <p>Contact: Lorna Lloyd</p> <p>Suite 112, Regus Building, 23 Wellington Road, Parktown</p> <p>Tel: +27 11 544 7958</p> <p>Cell: +27 82 456 5558</p> <p>Fax: +27 86 582 0018</p> <p>E-mail: <a href="mailto:lornal@jewellery.org.za">lornal@jewellery.org.za</a></p> <p>Website: <a href="http://www.jewellerysa.com">www.jewellerysa.com</a></p>

### 6.3. Provincial government

Provincial government	Website
Eastern Cape	<a href="http://www.ecprov.gov.za">www.ecprov.gov.za</a>
Gauteng	<a href="http://www.kwazulunatal.gov.za">www.kwazulunatal.gov.za</a>
KwaZulu-Natal	<a href="http://www.kwazulunatal.gov.za">www.kwazulunatal.gov.za</a>
Limpopo	<a href="http://www.mpumalanga.gov.za">www.mpumalanga.gov.za</a>
Mpumalanga	<a href="http://www.mpumalanga.gov.za">www.mpumalanga.gov.za</a>
Northern Cape	<a href="http://www.northern-cape.gov.za">www.northern-cape.gov.za</a>
North West	<a href="http://www.capegateway.gov.za">www.capegateway.gov.za</a>
Western Cape	<a href="http://www.capegateway.gov.za">www.capegateway.gov.za</a>
Free State	<a href="http://www.freestate.gov.za">www.freestate.gov.za</a>
Provincial Investment Promotion Agencies (PIPAS)	
North West Development Corporation (NWDC)	<a href="http://www.nwdc.co.za">www.nwdc.co.za</a>
Trade and Investment KwaZulu-Natal (TIK)	<a href="http://www.tikzn.co.za">www.tikzn.co.za</a>
Trade and Investment Limpopo (TIL)	<a href="http://www.til.co.za">www.til.co.za</a>
Eastern Cape Development Corporation (ECDC)	<a href="http://www.ecdc.co.za">www.ecdc.co.za</a>
The Western Cape Investment and Trade Promotion Agency – South Africa (WESGRO)	<a href="http://www.wesgro.co.za">www.wesgro.co.za</a>
Welcome to the Gauteng Growth and Development Agency (GGDA)	<a href="http://www.ggda.co.za">www.ggda.co.za</a>
Mpumalanga Economic Growth Agency	<a href="http://www.mega.gov.za">www.mega.gov.za</a>
Free State Investment Promotion Agency (FIPA)	<a href="http://www.fdc.co.za">www.fdc.co.za</a>

## 6.4. Research and advisory

NAME	WEBSITE
SAIIA – South African Institute of International Affairs	<a href="http://www.saiia.org.za">www.saiia.org.za</a>
TIPS – Trade and Industrial Policy Strategies	<a href="http://www.tips.org.za">www.tips.org.za</a>
CCRED – Centre for Competition Regulation and Economic Development	<a href="http://www.competition.org.za">www.competition.org.za</a>
Africa House	<a href="http://www.africainfo.co.za">www.africainfo.co.za</a>

Table 1: Regional value chain case studies

Description	Region
Poultry Value Chain (CCRD :2016)	South Africa, Botswana, Zambia and Zimbabwe
Soya-bean (DAFF/WITS:2014)	
Retail-Supermarket Chains (UNIWIDER;2015/16) & (UCT:2016)	South Africa, Botswana, Zambia and Zimbabwe
Mining Capital Equipment Value Chain (TIPS:2015)	South Africa and Zambia
Transport Infrastructure to Mozambique (CCRED:2015)	South Africa and Mozambique

Description	Region
Forestry Case Study (TIPS:2015)	South Africa, Mozambique and Tanzania
Growth and Development in the Sugar to Confectionery Value Chain	Zambia & Tanzania
Growth and Development in the Cosmetics, Soaps and Detergents Regional Value Chains	South Africa and Zambia
Automotive Regional Value Chain	SA and Nigeria
Regional value chains in SADC: The case of the animal feed to poultry value chain	Botswana, South Africa, and Zimbabwe

**Table 2: Spatial development initiatives (SDIs)**

Many SDIs have been identified in the SADC and/or EAC region, but RSDIP support has focused on a few. Direct support is at nine SDIs, while project preparation support is at a further five SDIs, which can include extensions of existing SDIs.

<b>Mozambique</b>	Beira/Sena SDI Limpopo SDI Maputo SDI
<b>Tanzania</b>	Mtwara SDI Central SDI
<b>DRC</b>	Bas-Congo SDI Central SDI North-South Corridor Walvis Bay – Ndola – Lubumbashi Development Corridor (WBNLDC)
<b>Angola</b>	Soyo petro-chemical cluster/zone Capanda agro-processing cluster N'zeto agro-processing cluster
<b>Namibia</b>	Trans-Caprivi SDI (WBNLDC) Trans-Cunene SDI
<b>Zimbabwe</b>	North-South Corridor
<b>Kenya and Uganda</b>	Northern Corridor SDI

**Table 3: Africa cross-border projects**

Ongoing Project Preparation Studies funded by NEPAD Infrastructure Project Preparation Fund

SADC	Transport	Nacala Road Corridor: Mozambique, Malawi, Zambia	To prepare the feasibility study for upgrading the corridor. Now changed to focus on OSBP crossing.
SADC	Water	Songwe River Basin Development	To prepare the detailed feasibility study.
SADC	Energy	ZIZABONA Power Interconnection	Feasibility study for increasing trade in energy between Zimbabwe, Zambia, Namibia and Botswana. How to structure power arrangements.
SADC	Transport	Mtwara Devt Corridor Study	To study the feasibility of expanding Mtwara port to give sea access to Zambia, northern Malawi and north-eastern Mozambique.

Completed Project Preparation Studies funded by NEPAD Infrastructure Project Preparation Fund

SADC	Transport	Kazangula Bridge Phase I	To prepare the economic feasibility, detailed engineering design and tender documents for the Kazungula Bridge over the Zambezi River and other key infrastructure facilities along the SADC north-south corridor within Botswana and Zambia.
SADC	ICT	SATA Backhaul Links Study	To confirm the technical feasibility as well as the financial, economic and environmental viability of all the identified missing links of the SATA Backhaul Links project and of the overall system to complete the SADC Region Information Infrastructure and link SR11 to EASS. The study will also investigate various financing and management options.
SADC	Energy	Kariba North Bank Hydropower Generation Projects	To engage consulting/advisory services to facilitate investment in the construction of the 360MW Kariba North Bank Extension power station.
SADC	Energy	Ithezi-Thezi Hydropower Generation	To engage consulting/advisory services leading to securing investment for the construction of the 120 MW Ithezi-Thezi Hydropower station.
SADC	Transport	Kazungula Bridge Phase II: Geotechnical Engineering Survey	To undertake detailed geotechnical investigation at the bridge site.





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