



the dtic

Department:
Trade, Industry and Competition
REPUBLIC OF SOUTH AFRICA

THE NATIONAL ASSEMBLY

QUESTION FOR WRITTEN REPLY

QUESTION NO. 6824

Mr W M Douglas (MK) to ask the Minister of Trade, Industry and Competition:

Given that the Republic continues to run a substantial trade deficit with fellow BRICS nations, largely due to the dominance of mineral exports over value-added products, what (a) strategy has his department developed to (i) diversify the country's export base, (ii) increase the share of (aa) manufactured and (bb) agricultural exports within BRICS markets and (b) time frame does his department expect measurable progress to be achieved? NW7623E

REPLY

(a) (i)

In order to accelerate diversifying the country's export base a 'butterfly strategy' is being adopted, which prioritizes regional integration and trade in SACU, SADC and the implementation of the AfCFTA, while expanding export initiatives to prioritise established and emerging markets globally, including in the Americas, Europe, Asia and Middle East. With regards to trade diversification, there are a number of elements considered:

- Product Diversification: Identify high-value products and sectors with export potential.
- Market Diversification: Target new regions or economies to reduce concentration risk.
- Value Addition and Industrial Upgrading: Shift from exporting raw commodities to higher-value processed products, including the strengthening of regional value chains.
- Sector diversification: Fostering a more balanced production structure that includes exports from various sectors of the economy, including services sectors

(a) (ii) (aa)&(bb)

The diversification strategy aims to promote South African exports of value-added products and services, including in BRICS countries. In this regard, the department has undertaken a number of export promotion initiatives with select BRICS countries to profile South African manufactured exports and agriculture products including:

- China - Africa Economic and Trade Expo (CAETE) 2025.
- Outward Selling Mission (OSM) to Brazil.
- China International Supply Chain Expo (CISCE).
- Outward Selling Mission (OSM) to India.
- China International Import Expo (CIIE).

the dtic is also in collaboration with the Department of Agriculture (DoA) and industry stakeholders to implement the BRICS Agricultural Export Promotion and Market Access Work Programme, with a view to increase the share of agricultural exports to BRICS markets. This programme plans to include the following:

- **Negotiating new sanitary and phytosanitary (SPS) protocols** and expanding market access for priority commodities, including citrus, table grapes, apples, berries, beef, wool, sugar, avocados and processed agricultural products;
- **Supporting agro-processing capacity expansion** to improve the consistency, quality and competitiveness of export-ready agricultural products;
- **Implementing targeted BRICS trade promotion activities**, such as country-specific outward missions, participation in BRICS trade fairs, importer–exporter matchmaking sessions, and structured buyer engagements;
- **Strengthening compliance support for emerging exporters**, including assistance with standards, certification, packaging, traceability and market intelligence; and
- **Leveraging BRICS cooperation forums** to address technical barriers to trade, improve transparency of import requirements, and negotiate preferential conditions for South African exporters.

(b)

The Department anticipates that the initial measurable progress will be achieved, particularly in agriculture, within the next 3 years. This period accounts for the time required to finalise SPS protocols, operationalise export promotion initiatives, and facilitate the entry of new agricultural exporters into BRICS markets.

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