

TRADE AND INVESTMENT SOUTH AFRICA PRESENTATION (TISA)



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Investment Promotion and Facilitation Service Offerings

Investment Recruitment

- Promotion of investment opportunities
- Marketing of investment projects
- Guidance with site locations – IDZ and SEZ
- Package Investment projects

Investment Information

- Information on the local economy and various investment opportunities within SA sectors and industries.
- Information on incentive packages (***Administered by IDAD***)
- Information on regulatory and legal environment
- Information of South Africa's trade and investment policy.
- Information on government policy in strategic sectors



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Export Promotion and Marketing Service Offerings

The services and offerings provided by the unit include:

- Gathering of market intelligence
- Identify markets with potential and export opportunities through the Market Diversification Strategy
- Matching potential exporters with foreign buyers and providing in-market support
- Providing export advisory services and export market information
- Provision of market access through National Pavilions, Outward Selling Missions, Inward Buying Missions as well as Investment and Trade Initiatives eg Mining Indaba, PDAC, BRICS ITIs
- Providing financial assistance through the Export Marketing and Incentive Assistance (EMIA)



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Global Export Platform – Market Access Arrangements

- South Africa – European Union (EU) Trade, Development and Co-operation Agreement (TDCA)
- Southern African Development Community (SADC) FTA
- Southern African Customs Union (SACU) - European Free Trade Association (EFTA) FTA
- USA Africa Growth and Opportunity Act (AGOA)



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Investment Promotion and Facilitation Service

Facilitation and Aftercare

- Introduction of investors to key stakeholders in private and public sectors
- Introduction of investors to potential joint venture partners
- Facilitation of finance and incentives
- Assistance with applications, company registration, EIA, etc
- Recommendations: Immigration Act – Business & Corporate Visas applications
- Fast tracking regulatory, zoning, licensing & municipal connections for investors
- Logistical support for relocation
- Aftercare meetings & site visits to retain & expand existing investments



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Determining SA opportunities

- Investment and Export Opportunities are identified by the DTI's Industrial Policy Framework and the resultant Industrial Policy Action Plan, the NGP and the NDP
- The above *inter-alia* has identified those sectors and industries which South Africa has a competitive or potential advantage in terms of economic sustainability.
- It follows that the identified sectors are the opportune areas for investment and that the products and services resulting there from have a propensity to be globally competitive e.g.

Manufacturing: Automotive, Agro-processing, Capital equipment & transport

Advance Manufacturing: Pharmaceuticals, bio-technology, aerospace

Mining and mineral beneficiation

Services: BPO, Oil and Gas, Infrastructure

Green economy: Renewable energy, waste management, nuclear components

Investment Opportunities

Sector	Sub-sector
Agro-processing	<p>Fisheries and aquaculture i.e. freshwater aquaculture & mariculture</p> <p>Food processing in the milling and baking industries</p> <p>Beverages viz. fruit juices and the local beneficiation, packaging and export of indigenous teas</p> <p>High value natural fibres viz., organic cotton & downstream mohair production</p> <p>High value organic food for the local and export market</p> <p>Biofuels production viz. biodiesel, bioethanol & biogas.</p> <p>Processing of seed oils; tea extracts, including buchu, honeybush; and other oil derivatives (avocado, amarula etc)</p> <p>Diversification/beneficiation of biomass sources i.e. sugar, maize</p>
Business Process Outsourcing & IT Enabled Services	<ul style="list-style-type: none"> •Call Centres •Back /office Processing •Shared Corporate Services •Enterprise solutions e.g. fleet management and asset management •Legal process outsourcing



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Investment Opportunities

Sector	Sub-sector
Capital / Transport equipment, metals & electrical machinery & apparatus	Basic iron and steel Basic precious and non-ferrous metals Casting of metals Other fabricated metal products; metalwork service activities General purpose machinery Special purpose machinery Tooling manufacturing Foundries Electric motors, generators and transformers Electricity distribution and control apparatus' Insulated wire and cable Accumulators, primary cells and primary batteries White goods and associated components



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Investment Opportunities

Sector	Activity	Opportunity
Consumer goods	White Goods	<ul style="list-style-type: none"> White goods and associated components
Boatbuilding	Boatbuilding and associated services industry	<ul style="list-style-type: none"> Engines & engine systems Marine equipment and accessories
Pulp, Paper and Furniture	<p>Manufacture of wood and products of wood and cork, except furniture;</p> <p>Manufacture of articles of straw and plaiting materials;</p>	<ul style="list-style-type: none"> Paper and paper products Furniture
	<p>Manufacture of paper products; publishing, printing</p>	



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Investment Opportunities

Sector	Sub-sector
Automotives & Components	<ul style="list-style-type: none">- Engines, radiators , filters & components thereof- Air Conditioners/ Climate Control systems- Alarms & Tracking devices- Axles, transmission shafts- Body parts & panels- Catalytic converters, Silencers & Exhaust systems and components- Seats & parts thereof, seatbelts, leather covers- Suspension & shock absorbers, springs and parts thereof- Steering wheels, columns & boxes- Ignition, starting equipment, gauges & instrument parts- Lighting equipment- Wiring harnesses, instrument panels vehicle interiors, electronic drive train components, body parts- Advanced robotics



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Selective Investment Opportunities

Green Economy Industries

Power generation:

- Independent power generation, energy infrastructure & alternative energy;
- **Nuclear Build Programme** i.e. joint ventures, consortiums and the establishment of new companies to grow South Africa's nuclear manufacturing capability and nuclear supply industry to supply into the nuclear build programme

Renewable energy:

- Onshore wind power - manufacturing of turbines/blades
- Solar PV and Concentrated Solar Power - manufacturing/assembly
- Biomass
- Small hydro

Energy efficiency and energy saving industries:

- Solar water heaters
- National Cleaner Production Centre (CSIR)

Waste Management:

- Reducing landfill
- Lowering greenhouse gas emissions from landfill sites



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Investment Opportunities

Advanced Manufacturing

Advanced materials manufacturing viz.

Nano-materials

- High performance materials based on natural resources (advanced bio-composites)
- Composites (intelligent textiles used in medical, building and construction industries)
- Continuous fibre reinforced thermoform composites
- Biochemical and Biologics for applications in agriculture, industry and health/medical sectors

Digital TV and Set Top Boxes due to migration to full digital television as

Analogue, to be completed by 2015.

Electricity Demand Side Management Solutions to improve electricity efficiency usage.



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Investment Opportunities

Advanced Manufacturing - Laser technology	Lasers and laser-based additive manufacturing Various applications
Advanced Manufacturing - Advanced Robotics	Mobile Intelligent Autonomous Systems Applications in the mining industry, data collection and analysis, agriculture - tested
Bio-manufacturing	Biochemical and biologics for applications in agriculture, industry and health/medical.



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Investment Opportunities

Sector	Sub-sector
Tourism	<ul style="list-style-type: none">•Accommodation - hotels, boutique hotels, lodges & resorts•Urban integrated tourism/ entertainment precincts•Adventure, - eco-, sport-, conference - and cultural tourism.•Infrastructure development.•Leisure complexes & world class golf courses.•Harbour & waterfront developments.•Transfrontier conservation areas.•Tourism transport - aviation, rail, cruise liners etc•Green building and green technologies for tourism•Attractions and activity - based tourism•Museums and heritage•Cultural, music, arts festivals and events



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Investment Opportunities

Chemicals , plastic fabrication & pharmaceuticals	<ul style="list-style-type: none">• Basic chemicals• Water treatment chemical products• Plastic products: polypropylene and polyvinylchloride• Medical (drips & syringes), manufacture of active pharmaceutical ingredient• Manufacture of reagents for AIDS/HIV diagnostics• Production of vaccines and biological medicines
Creative and Design Industry	Film and Media <ul style="list-style-type: none">• Film studios, treaty film co-production ventures, distribution infrastructure,• servicing of foreign productions.• Production of film and documentaries, commercials, stills photography and• multi-media• Post-production Design <ul style="list-style-type: none">• Jewellery manufacturing and design• Fashion design



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HOW DO WE SUPPORT BLACK INDUSTRIALISTS

- Introduction to Foreign Investors
- Facilitation of joint ventures, technology transfers and partnerships
- Introduction into supply chain of investors , localisation and empowerment
- Market access and trade & investment promotion programs internationally
- Facilitation of funding and incentives
- Facilitation of domestic investment



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Thank You



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