

# DOING BUSINESS IN KWAZULU-NATAL

THE GATEWAY TO AFRICA AND THE WORLD



**SOUTH AFRICA  
KWAZULU-NATAL**  
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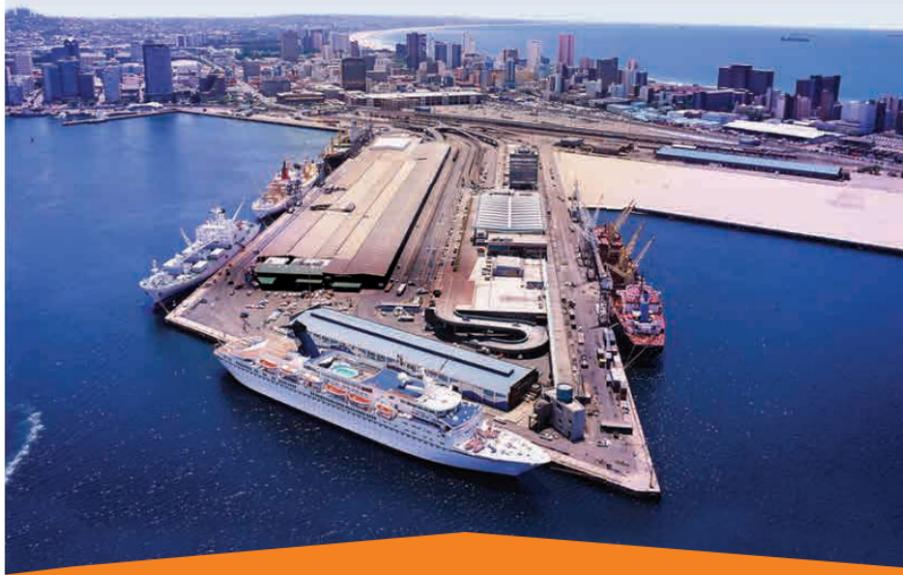
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# investSA

ONE STOP SHOP

KWAZULU-NATAL

OPERATED BY



## MAKING DOING BUSINESS IN KWAZULU-NATAL EASY

KWAZULU-NATAL, THE GATEWAY TO AFRICA AND THE WORLD, IS OPEN FOR BUSINESS AND TO ELEVATING INVESTMENT OPPORTUNITIES THROUGH THE INVESTSA KWAZULU-NATAL ONE-STOP-SHOP.

The investSA KwaZulu-Natal One-Stop-Shop is an integrated central hub designed to assist investors looking to do business in the province and local exporters seeking to expand their reach into new markets, by providing all-in-one specialised services with the support of national government departments to ease red tape. If you are ready to invest, we at the investSA KwaZulu-Natal One-Stop-Shop will guide you, every step of the way.

The following entities operate from the investSA KwaZulu-Natal One-Stop-Shop located at Trade & Investment KwaZulu-Natal's premises.



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# 01 INTRODUCING TRADE & INVESTMENT KWAZULU-NATAL



## OUR MANDATE

Trade & Investment KwaZulu-Natal is a South African trade and inward investment promotion agency, established as a Schedule 3C Public Entity, to promote the province of KwaZulu-Natal as an investment destination and to facilitate trade by assisting local companies to access international markets. The organisation identifies, develops and packages investment opportunities in KwaZulu-Natal; provides a professional service to all clientele; brands and markets KwaZulu-Natal as an investment destination; retains and expands trade and export activities and links opportunities to the developmental needs of the KwaZulu-Natal community.

Trade & Investment KwaZulu-Natal (TIKZN) aims to deliver effective services and support to its clients and stakeholders through job creation, spatial development, sector development, promotion of economic transformation and rural development. This will be achieved through attracting, developing and retaining high-performing employees who have the skills and competencies required to manage key internal business processes, including the marketing of Trade & Investment KwaZulu-Natal (TIKZN) as an investment promotion agency; enhancing the research and knowledge capabilities of Trade & Investment KwaZulu-Natal (TIKZN) and making use of technology as an enabler for Trade & Investment KwaZulu-Natal's (TIKZN) business; ensuring compliance with corporate governance and financial reporting standards; and advocating for a conducive business environment in KwaZulu-Natal (KZN) and marketing the province as a premier business destination.

## OUR VISION



To be the leader in developing and promoting trade in KwaZulu-Natal and to position the Province as a premier destination for investment.

## OUR MISSION



The mission of Trade & Investment KwaZulu-Natal is to:

- Retain and ensure competitiveness of KwaZulu-Natal companies;
- Support KwaZulu-Natal companies in distress;
- Identify and package trade and investment opportunities in KwaZulu-Natal;
- Brand and market KwaZulu-Natal as an investment destination;
- Identify and package export trade and investment opportunities in KwaZulu-Natal;
- Link opportunities to the developmental needs of the KwaZulu-Natal community; and
- Ensure easy access to investment and export trade opportunities.

## OUR BUSINESS STRATEGIC GOALS



Trade & Investment KwaZulu-Natal's strategic outcome-orientated goals are as follows:

- Growth, expansion and transformation of the economy through new 'Greenfield' fixed investments;
- Increased investment opportunities through targeted destination marketing;
- Growth, expansion and transformation of the economy through trade and export promotion activities;
- Transforming the economy through the expansion and retention of investments and jobs;
- Strengthened service delivery for a conducive business environment through good leadership, governance and strategic direction; and
- Effective service delivery through integrated and strategic support to the organisation.

## ORGANISATION LEARNING AND GROWTH



Our organisational promise to our clients:

- Strengthening Trade & Investment KwaZulu-Natal's knowledge management capabilities so as to provide an effective and efficient service;
- Attaining compliance with WAIPA, MIGA, and UNCTAD best practices;
- Developing highly motivated staff and enhancing staff competencies in terms of delivering service excellence in trade and investment services; and
- Attaining compliance with Corporate Governance standards.

## STRATEGIC PARTNERS

Trade & Investment KwaZulu-Natal understands the importance of developing and maintaining strategic stakeholders. We have, through strategic partnerships, aligned with several like-minded stakeholders in order to synergistically and consistently promote KwaZulu-Natal's attributes. Such partnerships have given effect to successful collaboration on projects, including inbound and outbound missions, events and promotional activities.

### OUR STRATEGIC PARTNERS INCLUDE

- Public entities;
- Financial institutions;
- Tertiary educational and research institutions;
- Business, commerce and industry associations;
- The business chamber movement, at both provincial and national levels;
- Economic development agencies;
- Municipalities in KwaZulu-Natal;
- Other investment promotion agencies (national and international); and
- Provincial and National Government departments.

Trade & Investment KwaZulu-Natal has in place the professional expertise, experience and national and international networks required to maintain and expand KwaZulu-Natal's competitive advantages as a prime investment destination and leader in export trade.

### TIKZLN'S ASSISTANCE TO INVESTORS AND EXPORTERS INCLUDES:



Assistance with incentive and export marketing incentives



Assisting foreign investors with business permit applications



Providing reliable information to investors



Assisting investors to locate suitable premises



Assisting investors to access project and operational finance



Providing certain government department services through the investSA KwaZulu-Natal One-Stop-Shop



## SERVICE OFFERING EXPLAINED

### INVESTMENT PROMOTION SERVICES

#### PROJECT APPRAISAL



Scientifically analysing prospective project viability in financial, cost benefit, social and environmental terms.

#### BLACK ECONOMIC EMPOWERMENT FINANCIAL ASSISTANCE



The purpose of the Investment Recruitment Assistance scheme is to assist KwaZulu-Natal entrepreneurs/consortiums that are seeking international investment partners in manufacturing opportunities within KwaZulu-Natal.

The financial assistance will be limited to 60% of total costs, including accommodation, air ticket and shipping of material.

#### TECHNICAL FINANCIAL ASSISTANCE FUND (TAF)



The TAF is a financial assistance programme established to support projects which promote economic development within KwaZulu-Natal Province. The fund assists businesses to develop bankable business plans, from all sectors, which require funding that can be sourced from any of the available development financial institutions and other financial institutions with the risk appetite for diverse projects, and not restricted only to the KwaZulu-Natal Growth Fund.

It should be noted that this fund is only intended for enterprises which seek to start or expand viable projects in priority sectors biased towards the KwaZulu-Natal Provincial Growth and Development Strategy (PGDS).

#### SITE IDENTIFICATION AND EVALUATION



Undertaking the co-ordination, pre-planning and evaluation of sites and post-site visits.

#### SECTOR ECONOMIC DATA PROVISIONING



Providing reliable information to investors and exporters.

## BACKWARD AND FORWARD LINKAGES



Facilitating secondary and downstream opportunities for black economic empowerment as well as small and medium enterprises.

## BUSINESS RETENTION AND EXPANSION



Facilitating investor after-care and retention.

## BUSINESS PERMITS (UNDER THE AUSPICES OF THE DEPARTMENT OF TRADE AND INDUSTRY)



Assisting new foreign businesses to obtain necessary business permits from the Department of Home Affairs.

## AGREEMENT BROKERING



Ensuring the satisfactory and successful conclusion of necessary agreements by relevant parties and stakeholders.

## JOINT VENTURE FACILITATION



Sourcing of joint venture partners, domestic and foreign, for both KwaZulu-Natal and international companies.

## CAPITAL-RAISING



Facilitating the development of capital-raising opportunities on behalf of project promoters.

## GENERAL BUSINESS ADVICE



Providing wide-ranging investment advice regarding location, business condition, regulation, labour practices and business services.

## AFTER-CARE SERVICES



Facilitating local and foreign business retention, expansion and after-care services.

## INCENTIVES



Marketing of national and local government incentives and assisting with incentive applications.

## INWARD AND OUTWARD INVESTMENT PROMOTION MISSIONS



Hosting and coordinating inbound foreign and local business delegations and undertaking outbound missions promoting KwaZulu-Natal as a premier investment destination.

## PROJECT PROFILING



Profiling local project-based investment opportunities through local and international exhibitions, seminars and conferences.

## POLICY ADVOCACY



Advocating for the creation of an environment conducive to trade and investment in KwaZulu-Natal through government intervention, strategic alliances and partnerships.

### KNOWLEDGE MANAGEMENT SERVICES:

## PROJECT PACKAGING



Packaging and facilitating large (>R50 million) investment sector opportunities.

## SECTOR ECONOMIC DATA PROVISIONING



Providing reliable information to investors and exporters.

### EXPORT DEVELOPMENT AND PROMOTION SERVICES

Exporters will be assisted to register their companies - we will help identify the type of registration needed, whilst supplying application forms and guidance; and provide assistance in completion of documents; as well as advice about lodging applications and keeping track of the progress of registrations.

We will ensure applicants understand the customs tariff classification of goods for export and, where applicable, we will facilitate export permit requirements.

We also ensure applicants are informed about stoppage and examination of cargo by customs, and regulations relating to VAT for



the zero-rating of export suppliers.

## EXPORT TRAINING

Trade & Investment KwaZulu-Natal has tailored training available to exporters, and regularly rolls-out emerging and advanced exporter training to aspirant export companies.

## EXPORT REGISTRATION

Our export development sub-unit assists KwaZulu-Natal companies to register as exporters with the South African Revenue Services (SARS). Companies wanting to register as exporters, are guided through the process of completing the relevant forms.

## LEAD GENERATION

Linking KwaZulu-Natal Companies with potential importers has always been a unit priority, and this priority is enhanced by the regular communication of trade leads, as received from the Department of Trade and Industry (DTI) which is available on the KwaZulu-Natal Export Information Portal ([www.exportkzn.co.za](http://www.exportkzn.co.za)).

## EXPORTER MENTORSHIP SUPPORT (SIPPO, PUM, SES GERMANY)

One of the Exporter Mentorship support is the PUM programme -The PUM programme (Programme Uitzendings Manager) is a Dutch-based mentorship programme, where senior retired experts in various fields are sent out to provide 10-15-day-long mentorship (coaching) sessions to emerging companies in the developing world.

## EXPORT MARKET DEVELOPMENT

Facilitating market development and access programmes to increase KwaZulu-Natal's exporters contribution to the value of exports.

## EXPORT ADVISORY SERVICES

On-the-ground support and advisory services for existing and emerging KwaZulu-Natal exporters which include site visitation is vital to understand the capabilities and capacity of exporters and to guide them accordingly.

## MARKET INTELLIGENCE AND ANALYSIS

Trade & Investment KwaZulu-Natal (TIKZN) can provide valuable market intelligence and analysis with the use of sophisticated tools. One such tool is the Decision Support Model (DSM) tool, a quantitative tool that uses trade data and various filters to determine the potential export

opportunity of products into various markets.

## EXPORT INCENTIVES

Assistance with accessing incentives as offered by the Department of Trade and Industry's Export Marketing and Investment Assistance Scheme (EMIA) as well as Provincial export related incentives.

## TRADE EVENTS

Through experience, Trade & Investment KwaZulu-Natal (TIKZN) can assist KwaZulu-Natal exporters to directly establish contacts in targeted markets. Trade & Investment KwaZulu-Natal (TIKZN) often leads outward selling trade missions, coordinates inward mission, coordinates access to international and selected local exhibitions.

## INTRA-TRADE LINKAGES

Intra-trade linkages is vital to operate an efficient supply chain and Trade & Investment KwaZulu-Natal (TIKZN) is able to link your company with suppliers and customers with the aid of various online tools and databases.

### SERVICES

- Export Development Workshops, Awareness Sessions and advanced exporter training
- Export Registration assistance and guidance on the supporting documents required
- Export Advisory Services (Business Consultations and Site Visits)
- Trade Lead Enquiries and Distribution thereof
- Emerging and advanced Export Graduation Programme
- Exporter Mentorship Support (SIPPO, PUM, SES Germany)
- Export Incentives (EMIA, TIKZN Financial Assistance Scheme, TAF, etc.)
- A broad range of Exporter Training (Costing, Incoterms, Export Cycle, etc.)
- Market Intelligence and Analysis (Decision Support Model, Easydata, BMI, Fitch Solutions, Customstariff.co.za, etc.)
- Exporter Productivity Enhancement Programme (Productivity SA)
- Coordinate participation of KwaZulu-Natal companies at selected local exhibitions
- Outward and Inward Trade Mission Coordination
- International Exhibition Coordination
- Intra-Trade Linkages



## OUTBOUND TRADE MISSIONS

Through experience, Trade & Investment KwaZulu-Natal (TIKZN) is able to assist KwaZulu-Natal exporters to directly establish contacts in targeted markets. Trade & Investment KwaZulu-Natal (TIKZN) often leads export-related outward selling business missions and provides on-the-ground support for KwaZulu-Natal exporters and assists in following-up export opportunities and offers pre-export business mission preparation, including country and market briefings. Trade & Investment KwaZulu-Natal (TIKZN) also assists with in-market meetings arranged with potential customers and business partners for KwaZulu-Natal Exporters.

## INBOUND TRADE MISSIONS

Trade & Investment KwaZulu-Natal (TIKZN) regularly hosts inbound trade missions which provide an ideal, cost-effective way to meet international companies and representatives from industry. Inbound trade missions range from a small number of companies from a specific industry sector to large multi-disciplined delegations. Trade & Investment KwaZulu-Natal (TIKZN) arranges site visits and one-on-one meetings to encourage business discussions with delegations.

## INTERNATIONAL TRADE EXHIBITIONS

Trade & Investment KwaZulu-Natal (TIKZN) coordinates the participation of exporters in international trade exhibitions in priority markets, providing exporters with a cost-effective international platform to promote their products and services.

### SERVICES TO THE SHAREHOLDER

- Promoting and facilitating investment as a means of increasing growth is Trade & Investment KwaZulu-Natal's (TIKZN) contribution to fixed investment throughout the province
- Export market development
- Increasing awareness of Trade & Investment KwaZulu-Natal's services, both locally and internationally

# investSA

ONE STOP SHOP

KWAZULU-NATAL



the dti

Department:  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA

The investSA KwaZulu-Natal One-Stop-Shop is a collaboration between Investment South Africa (the dti), the KwaZulu-Natal Government and Trade & Investment KwaZulu-Natal.

investSA is a division of the South African Department of Trade and Industry, providing a One-Stop-Shop service to investors. It provides investment promotion, facilitation and after-care, which is geared to fast-tracking projects and reducing government red-tape.

## INVESTSA OBJECTIVES

investSA facilitates an increase in the quality and quantity of foreign and domestic direct investment by providing an investment recruitment, problem-solving and information service to retain and expand investment in South Africa and into Africa. investSA actively markets, promotes and facilitates investment in key high-yielding growth sectors of the South African economy.

## INVESTSA ONE-STOP-SHOP SERVICES

SPECIALIST INVESTMENT ADVISORY AND FACILITATION SERVICES IN THE FOLLOWING AREAS:

- Economic environment
- Regulatory environment
- Legal environment and compliance
- Industrial development and financial support
- Investment guides
- Investor surveys
- Retention and expansion services

## PERMITS

- Business permits and Visa Facilitation Service
- Facilitation with UIF and Compensation Fund
- Environmental Impact Assessments
- Facilitation with SARS and Customs
- Facilitation with Mining Permits
- Facilitation with NRCS, ITAC and SABS

## REGISTRATION



- Company registration and CIPC services
- Licensing

## MARKET INTELLIGENCE



- After-care services
- Advice on recruitment, talent and skills
- Advice on lifestyle amenities, such as location of housing, schools, and the like.
- Facilitation by dti representatives stationed worldwide

## ADVICE ON BUSINESS PROCESSES AND LOCATING IN KWAZULU-NATAL



- Inter-governmental coordination and municipal facilitation
- Policy advocacy
- Business forums
- Incentive facilitation
- Facilitation with land zoning and transfers
- Location analysis and facilitation
- Critical infrastructure and utilities
- Priority sectors, designation and localisation
- Advice on customs-clearing and logistics

## COMPANY MATCH-MAKING SERVICES



- Facilitation with SOEs
- Broad-Based Black Economic Empowerment (B-BBEE)
- Introduction to financial institutions and funding opportunities
- Site visits and business-to-business programmes
- Partnerships with stakeholders
- Enterprise development and supplier development
- Introduction to raw material suppliers

With the establishment of investSA, the South African government is enhancing its facilitation and after-care suite of service offerings.

investSA together with provincial satellite offices and provincial investment agencies, is able to compete globally as an investment agency and has recently been recognised by UNCTAD as one of the best investment agencies in facilitating partnerships and promoting investment in sustainable development.



## KEY SECTORS



Agriculture



Business Services



Clothing,  
Textile, Leather  
and Footwear



Energy and  
Water



Health Services



Manufacturing



Mining and  
Beneficiation



Tourism and  
Property  
Development



Maritime  
Oceans  
Economy

## SOUTH AFRICA AS AN INVESTMENT DESTINATION

South Africa is a major industrial power positioned on the southern tip of the sub-continent. It is physically larger than the combined countries of Germany, France, Italy, Belgium and Holland and is one of the most sophisticated and promising emerging markets, offering a unique combination of highly-developed economic infrastructure and a vibrant emerging-market economy.

Giving rise to a strong entrepreneurial and dynamic investment environment, South Africa has one of the largest economies in Africa, accounting for approximately 16% of the continent's GDP and is counted among the world's industrialised nations.

South Africa is endowed with an advanced financial market infrastructure, with the Johannesburg Stock Exchange (JSE) being one of the world's top 20 exchanges and Africa's largest and most developed. It is the only African stock exchange to be ranked among the world's top 20.

South Africa has by far the largest road and rail transport systems in Africa and boasts the continent's most advanced information and communications technology (ICT) infrastructure, with its internet infrastructure ranked among the best on the continent.

## REASONS TO INVEST IN SOUTH AFRICA



**VIBRANT EMERGING MARKET** – with a growing middle class, affluent consumer base, excellent returns on investment.



**MOST DIVERSIFIED ECONOMY IN AFRICA** – South Africa is the principal manufacturing hub and a leading services destination.



**LARGEST PRESENCE OF MULTI-NATIONALS ON THE AFRICAN CONTINENT** – South Africa is the location of choice for multi-nationals in Africa. Global corporates reap the benefits of doing business in South Africa, which has a supportive and growing ecosystem as a hub for innovation, technology and fintech.



**PROGRESSIVE CONSTITUTION & INDEPENDENT JUDICIARY** – South Africa has a progressive Constitution and an independent judiciary. The country has a mature and accessible legal system, providing certainty and respect for the rule of law.



**FAVOURABLE ACCESS TO GLOBAL MARKETS** – The African Continental Free Trade Area will boost intra-African trade and create a market of around 1,3 billion people with a combined gross domestic product (GDP) of USD2,3 trillion that will unlock industrial development. South Africa has several trade agreements in place, creating an export platform into global markets.



**ABUNDANT NATURAL RESOURCES** – South Africa is endowed with an abundance of natural resources and is the leading producer of Platinum Group Metals (PGMs) globally. Numerous listed mining companies operate in South Africa, which also has world-renowned underground mining expertise.



**ADVANCED FINANCIAL SERVICES & BANKING SECTOR** – South Africa has a sophisticated banking sector with a major footprint in Africa. It is the continent's financial hub, with the Johannesburg Stock Exchange being Africa's largest stock exchange by market capitalisation.



**WORLD-CLASS INFRASTRUCTURE & LOGISTICS** – A massive governmental investment programme in infrastructure development has been underway for several years. South Africa has the largest air- and sea-ports, as well as logistics networks in Africa, and is ranked number one in Africa in the World Bank's Logistics Performance Index.



**YOUNG, EAGER LABOUR FORCE** – South Africa has a number of world-class universities and colleges producing a skilled, talented and capable workforce. The country boasts a diversified skills set, emerging talent, a large pool of prospective workers and government support for training and skills development.



**EXCELLENT QUALITY OF LIFE** – South Africa offers a favourable cost of living, with a diversified cultural, cuisine and sports offering, generally superb year-round weather and a world-renowned hospitality sector.

## INTRODUCING THE PROVINCE OF KWAZULU-NATAL, SOUTH AFRICA



THE SECOND-LARGEST PROVINCIAL ECONOMY, WITH A NATIONAL AVERAGE GDP CONTRIBUTION OF ROUGHLY 16%, HAS MUCH TO OFFER BOTH LOCAL AND INTERNATIONAL INVESTORS.



KwaZulu-Natal is one of South Africa's nine provinces. The province is strategically positioned on South Africa's eastern seaboard, giving it direct access to both the Indian and Pacific Ocean rims, and is home to two of Africa's busiest and largest seaports, Durban and Richards Bay.

KwaZulu-Natal has Africa's first 'Greenfield' aerotropolis, Durban Aerotropolis, two special economic zones (SEZs) – Dube TradePort Special Economic Zone (DTP SEZ) and the Richards Bay Special Economic Zone (RB SEZ), world-class road, rail and air infrastructure, and an international airport, King Shaka International Airport, located at Dube TradePort SEZ, thus making it the gateway to the entire Southern African region. The province is, accordingly, a convenient location to deliver the high levels of service expected by the business world.

KwaZulu-Natal enjoys the strategic and competitive advantage of being a global gateway for trade into Southern Africa and the world. It also boasts the third highest export propensity and the second highest level of industrialisation in the country. Its strategic location and highly developed industrial sector ensures a competitive edge for both local and foreign investors and unique advantages for local exports. Investment in KwaZulu-Natal continues to emerge as a major contributor to South Africa's growing economy and its favourable business environment has made the province a sound investment destination for investors from around the world. KwaZulu-Natal is a

major role-player in the transport and logistics, tourism, motor vehicles, parts and accessories, petro-chemicals, aluminium, clothing and textiles, machinery and equipment, agriculture and agro-processing, forestry, pulp and paper, wood and wood products manufacturing sectors in South Africa. It is also a premier domestic and international tourist destination, attracting in excess of two million domestic tourists every year – the highest in the country.

## Location

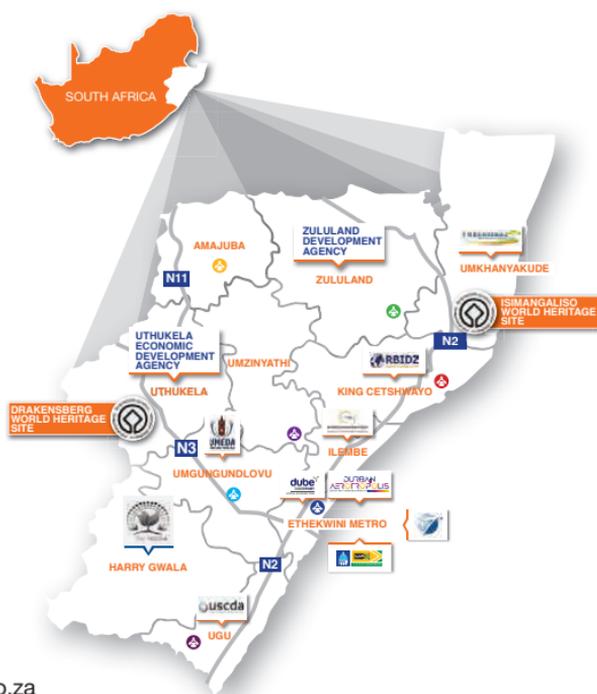


The regions' strategic geographical position on world trade routes provides effortless access to major global markets, including South America, Europe and the Far East.

The Durban Aerotropolis (which incorporates King Shaka International Airport), the Inkosi Albert Luthuli International Convention Centre (ICC), and two of the largest ports on the African continent, are indicative of the Province's world-class infrastructure.

Public and private investment in KwaZulu-Natal continues to play a major contributing role to South Africa's growing economy, and its favourable business environment has made the province a sound investment destination for investors from around the world.

Durban Aerotropolis is the only facility in Africa that brings together an international airport, cargo terminal, warehousing, offices, a retail sector, hotels and an agricultural area. Located 30km north of Durban, Dube TradePort Special Economic Zone is positioned between the province's two ports and is linked to the rest of Africa by road and rail.



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## REASONS TO INVEST IN KWAZULU-NATAL



Large labour force with varied skills level



Excellent transport infrastructure (two ports, an international airport, national road network and rail infrastructure)



Access to markets (especially African markets)



A good quality of life (ideal climate, diverse culture, natural endowments)



Large youth population



Large, entrenched industries with strong value chains



Available land at a competitive price



A resilient economy with strong growth potential



Natural Resource Endowments

## ECONOMIC Overview

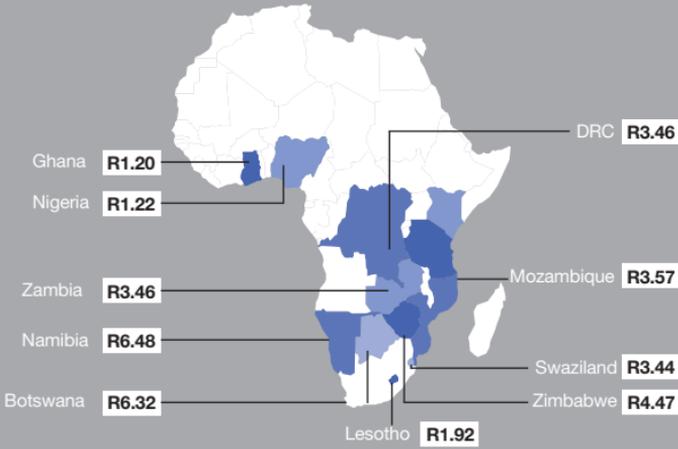
The province of KwaZulu-Natal is deemed to be one of South Africa's leading economic and business hubs, with provincial economic growth consistently outpacing national average rates. The Port of Durban handles between 60% and 65% of all South Africa's container traffic, and nearly 60% of all vehicle exports, while about 45% to 50% of the country's bulk cargo goes through the Port of Richards Bay. This port is also home to the world's largest stand-alone coal export facility.

KwaZulu-Natal's local economy contributes roughly 16% to the national economy, and is deemed to be one of the country's leading economic and business hubs.

The province's economic hubs are centred in the eThekweni, uMgungundlovu and King Cetshwayo districts, the latter hosting one of the world's largest aluminium smelters.

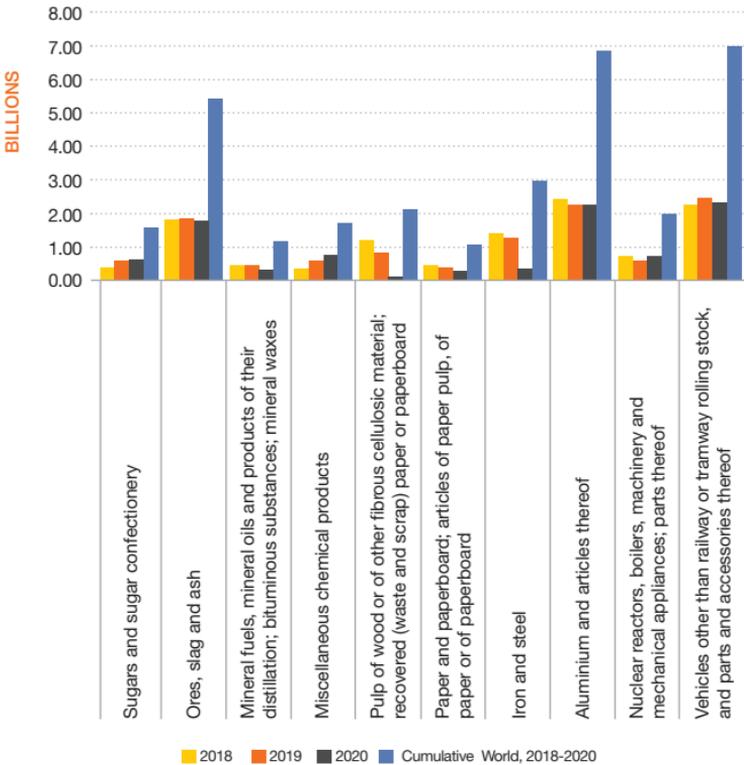
	South Africa	KwaZulu-Natal
<b>Official Name</b>	Republic of South Africa	Province of KwaZulu-Natal
<b>Head of State</b>	President Cyril Ramaphosa	
<b>Provincial Premier</b>		Premier Sihle Zikalala
<b>Capital Cities</b>	Cape Town (Legislative); Pretoria (Administrative); Bloemfontein (Judicial)	Pietermaritzburg
<b>Population</b>	59,7 million	11,6 million
<b>Area</b>	1 220 813km <sup>2</sup>	94 361km <sup>2</sup>
<b>Total GDP (Q3: 2020)</b>	R2,97 trillion (constant 2010 prices)	R471,09 billion 2010 (constant prices)
<b>GDP Growth</b>	66,1% (2020 y/y)	62,8% (2020 y/y)
<b>GDP Per Capita</b>	R81 875	R66 254
<b>Inflation (EOP)</b>	3,1%	3,2%
<b>Exports Value</b>	R387,9 billion (2020 Q3)	R38,2 billion (2020 Q3)
<b>Imports Value</b>	R278,4 billion (2020 Q3)	R27,5 billion (2020 Q3)
<b>Lending Rate (2020)</b>	7,0%	7,0%
<b>Unemployment (Q3: 2020)</b>	30,8%	26,4%
<b>Main Trading Partners</b>	China, USA, Germany, UK & Japan	USA, UK, China & Germany

KWAZULU-NATAL 10 EXPORTS AFRICA MARKETS 2020 (RAND BILLIONS)



Source: TIKZN, April 2021 and Quantec, April 2021

TOP 10 PRODUCTS EXPORTED FROM KZN TO THE WORLD, 2018-2020 (RAND CURRENT PRICES)



Source: TIKZN, April 2021 and Quantec, April 2021



### KWAZULU-NATAL 10 EXPORTS DESTINATION MARKETS 2020 (RAND BILLIONS)



Source: TIKZN, April 2021 and Quantec, April 2021

### TOP 10 TRADING MARKETS

#### SA TO THE WORLD (EXPORTS)

2020	Billions
China	R161,39
United States	R116,09
Germany	R111,04
United Kingdom	R67,56
Japan	R62,10
Netherlands	R53,90
Botswana	R53,20
India	R50,32
Mozambique	R49,99
Namibia	R43,53

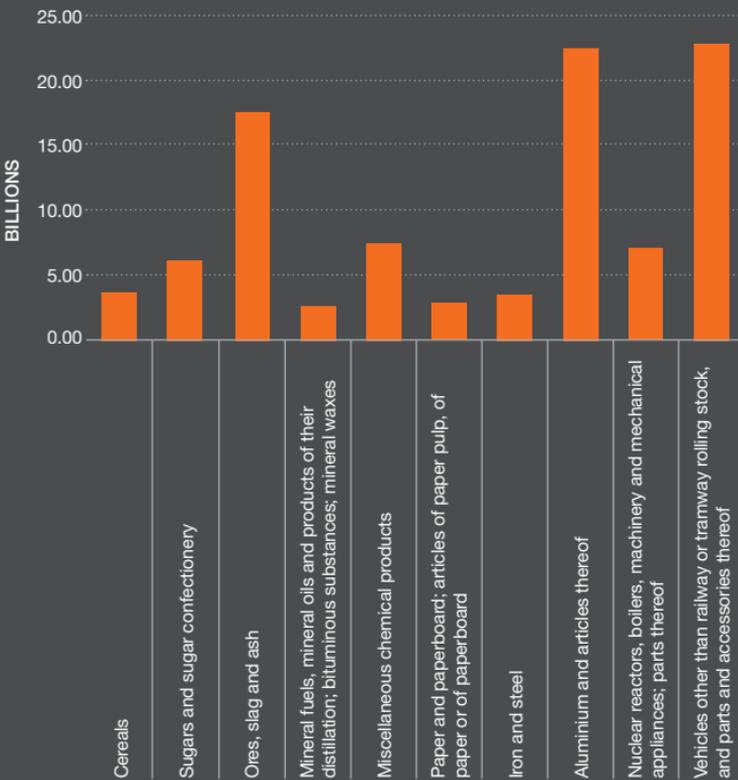
#### THE WORLD TO SA (IMPORTS)

2020	Billions
China	R233,00
Germany	R102,15
USA	R71,99
India	R58,44
Saudi Arabia	R43,78
Nigeria	R35,24
Thailand	R34,95
Japan	R31,25
Italy	R28,77
UK	R27,65

Source: TIKZN, and Quantec, April 2021



TOP 10 PRODUCTS EXPORTED FROM KZN TO THE WORLD IN 2020  
(RANDS CURRENT PRICES)



Source: TIKZN, April 2021 and Quantec, April 2021



**Trade &  
Investment**  
KwaZulu-Natal  
YOUR KNOWLEDGE PARTNER IN BUSINESS



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# QUICK FACTS

16 CONTRIBUTIONS TO GDP  
BY THE KWAZULU-NATAL  
PROVINCIAL GOVERNMENT.

A POPULATION OF **11,5 MILLION**  
RESIDENTS, ACCOUNTING FOR  
**19.35%** OF SOUTH AFRICA'S  
POPULATION IN 2020.

## SECTORS:

-AGRICULTURE AND  
AGRO PROCESSING/  
BUSINESS SERVICES/  
LOGISTICS AND  
TRANSPORT/  
MANUFACTURING/  
ENERGY AND WATER/  
MINING AND  
BENEFICIATION/  
TOURISM/  
PROPERTY AND  
INFRASTRUCTURE  
DEVELOPMENT, AND  
CONSTRUCTION/  
CLOTHING,  
FOOTWEAR, TEXTILE  
AND LEATHER/  
HEALTH SERVICES/  
MARITIME AND  
OCEANS ECONOMY

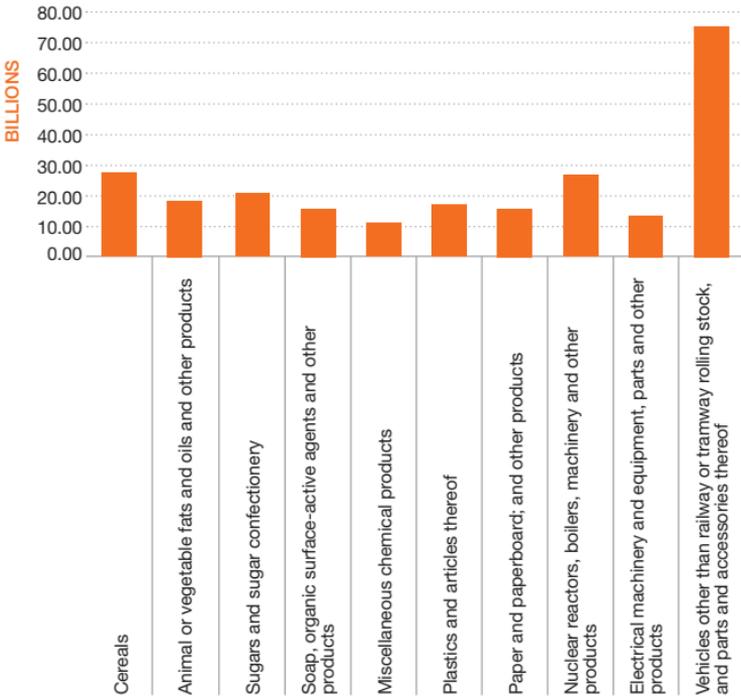
**KNOWLEDGE  
IS THE POWER  
TO INVEST WITH  
CONFIDENCE**

Trade & Investment  
KwaZulu-Natal is a South  
African trade and inward  
investment promotion  
agency established to  
promote the province  
as a premier investment  
destination and to  
facilitate trade by assisting  
local companies to access  
international markets.

**20  
21**



**TOP 10 PRODUCTS EXPORTED FROM KZN TO AFRICA IN 2020  
(RAND CURRENT PRICES)**



Source: TIKZN, April 2021 and Quantec, April 2021

KwaZulu-Natal has a diversified economy, making it resilient to major fluctuations or disruptions in any particular sector. The province also has in place a comprehensive Provincial Growth and Development Strategy and Plan (PGDS/P), targeting five main broad sectors:

- **AGRICULTURE, FORESTRY & FISHING:** Although the agriculture sector has a relatively low direct contribution to GDP at 5,4%, it remains a key growth sector with significant employment creation and radical socio-economic transformation opportunities and food security prospects.
- **MANUFACTURING:** This sector contributes significantly to the province's GDP. Manufacturing has close links with the agricultural sector, such as the food, beverages, tobacco, wood and paper industries, regarded as important to the provincial economy, through employment and export activities.
- **WHOLESALE & RETAIL TRADE; HOTELS & RESTAURANTS:** This sector plays a pivotal role in the tourism sub-sector.
- **TRANSPORT & COMMUNICATION:** Seaport throughput and increasing air route connectivity via King Shaka International Airport is paramount to supporting this sector. Public transportation and, in particular, its predominant reliance on taxi services, remains an area of concern. Opportunities are set to develop from a new Cruise Ship Terminal at the Port of Durban, bolstering foreign tourism and increasing the product offering, thus strengthening relations between Durban Harbour and King Shaka International Airport.
- **FINANCE, REAL ESTATE & BUSINESS SERVICES:** This sector offers access to finance, markets, trading facilities and infrastructure with linked services. There has been a significant drive to develop SMMEs, Co-operatives and promote entrepreneurship to support the absorption of youth and women into business. There is a need to support priority groups seeking to participate in the work and business sphere.





**SECTORAL CONTRIBUTIONS TO GDP-R, Q4 2020  
(SA AND KZN)**



Source: TIKZN, April 2021 and Stats SA, April 2021



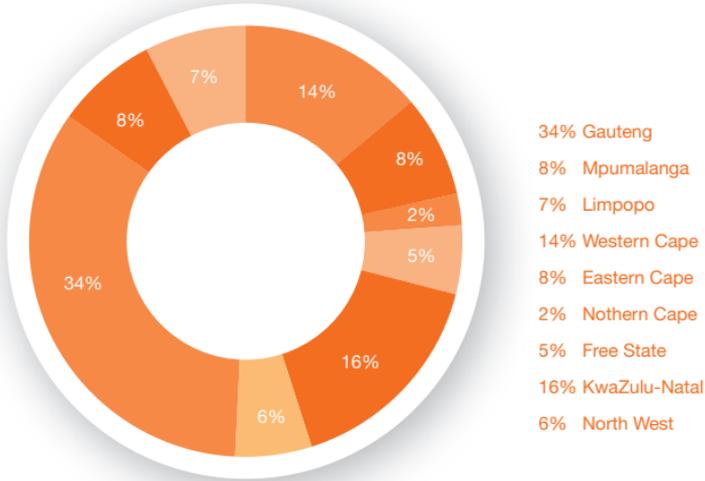
## MAIN

## Export and Import Partners

Destination markets				Source markets			
2015	Billion	2019	Billion	2015	Billion	2019	Billion
China	R94,33	China	R139,06	China	R199,39	China	R235,06
United States	R78,58	Germany	R106,30	Germany	R122,35	Germany	R125,59
Germany	R67,30	United States	R89,46	United States	R76,30	USA	R83,08
Namibia	R52,83	United Kingdom	R67,73	India	R53,70	India	R62,47
Botswana	R52,48	Japan	R62,14	Japan	R39,89	Saudi Arabia	R52,85
Japan	R50,83	India	R57,24	Nigeria	R38,56	Nigeria	R52,60
United Kingdom	R41,84	Botswana	R56,92	United Kingdom	R35,00	United Kingdom	R42,43
India	R40,65	Mozambique	R52,60	Saudi Arabia	R33,63	Japan	R40,97
Mozambique	R29,53	Namibia	R51,19	Italy	R28,30	Thailand	R38,49
Netherlands	R25,28	Netherlands	R42,05	Thailand	R26,30	Italy	R32,19
TOP TEN SHARE OF TOTAL							
51,90%		55,90%		60,10%		60,10%	

Source: TIKZN, and Quantec, April 2021

## SOUTH AFRICAN GROSS DOMESTIC PRODUCT (GDP) BY PROVINCE CONTRIBUTION (%), Q4:2020



Source: TIKZN, April 2021 and Stats SA, April 2021

South Africa's provincial nominal imports with the rest of the world dipped substantially by 11,8% in 2020 when compared to 2019, as global trading partner countries shut down their economies to mitigate the impact of the persistent COVID-19 pandemic, contemporaneously resulting in distortion of regional and global supply chains. KwaZulu-Natal was one of the provinces which registered a dip in imports in 2020 relative to 2019, at 3,9% or by R4,8 billion. The province was one of four with high dependence on imported inputs and semi-finished products to register a deceleration in imports.

### South African Nominal Imports by Province and Value, 2017-2020

## ECONOMIC SECTORS



Major economic sectors in KwaZulu-Natal include manufacturing (chemical, textiles, pulp and paper products), finance and real estate, wholesale and retail trade, hotels, transport and communications, and agriculture and forestry.

## RENEWABLE ENERGY



Globally, the case for the Green Economy has been made abundantly clear. Renewable energy is the only electricity-generation technology whose price has decreased dramatically. Solar PV module prices have fallen by 80% over the last five years, while wind turbines have become 30% less expensive.

South Africa's wind resource is regarded as amongst the top 5 in the world and could sustain 25% of the grid's capacity. In 2008, South Africa experienced electricity-generation capacity issues, negatively affecting the economy, prompting government to consider alternative electricity-generation solutions.

The resultant Renewable Energy Independent Power Producer Programme was initiated and is designed to facilitate private sector investment into grid-connected renewable energy generation.

Since inception in 2011 it has attracted R209,4 billion in committed private sector investment, thus alleviating fiscal pressure, while also creating 38 701 jobs. As a consequence, the price of renewable energy has fallen dramatically, becoming cheaper than both coal and nuclear. Furthermore, it was estimated that by 2020 the price of wind and solar PV would be at R0.50/kwh, unlike Eskom's Medupi power station, which, once completed, will charge some R1.10/kwh.

In October 2019, an Integrated Resource Plan (IRP) 2019 was launched, comprising, essentially, the country's plan for the procurement of generation capacity up to 2030. Under IRP 2019 almost 6 000MW of new solar PV capacity and 14 400MW of new wind power capacity will be commissioned.

The IRP 2019 also acknowledges that South Africa contains some of the world's largest high-grade resources in vanadium, platinum, palladium, nickel, manganese, rare earths, copper and cobalt, which are used in the global energy storage sector, creating new industry and localisation prospects.

Importantly, the IRP 2019 provides for the uncapped procurement of Distributed Generation up to and including 2022, opening the door to small-scale operators, capable of generating between 1 and 10MW, active in biomass, biogas and landfill gas environments.

## THE 4<sup>th</sup> INDUSTRIAL REVOLUTION



The past decade has witnessed a worldwide process of rapid innovation that has irrevocably altered the face of business, social behaviour and the manner in which industrial sectors are organised. By turning traditional growth models upside down, this process has also changed the way we perceive innovation, technology and business generally. Termed Disruption or Disruptive Innovation, this trend describes the way that the innovative introduction of a new product or service, through simplicity, convenience and affordability, “upends an existing market and value network and displaces an earlier technology or process.”

Disruption, as a descriptive tool and as a period of economic development, has coincided with another development which has come to define the modern world, termed the Fourth Industrial Revolution.

This sees the convergence of the physical and digital worlds, and is characterised by the speed of technological change and the emergence of new trends and sectors, such as the Internet of Things, robotics, artificial intelligence and 3D printing. The new technologies that have evolved as part of the Fourth Industrial Revolution not only allow for digital communication between machines and entire factories, but has also seen the birth of electric vehicles, modern robotics, the rise of smart cities and cashless societies, and much else.

Evidence of the extent to which the world has changed is the fact that 10 years ago, the five largest companies on the globe were oil or oil-related. Today they have been replaced by information-based behemoths and data has become the new global commodity. Companies responsible for the most wide-spread disruption, have made the largest strides, primarily due to the speed with which they have remodelled traditional industries using cloud-based services.

It is predicted that by 2025, smart phones will be used by 90% of the population. Sub-Saharan Africa was predicted to have over half a billion smart phone users by 2020. Furthermore, mobile services generated 6,7% of the continent’s GDP, totalling some \$150 billion in economic value.

Although only 1% of the world’s devices are currently connected, it was estimated that beyond 2020, close to 25 billion things will be connected and the Internet of Things would support total services spending of \$235 billion. Evidence of these new trends are to be found in most economic activity in KwaZulu-Natal and the focus should re-align to ensure that the benefits of this new global economy are spread across society, inclusive of those bypassed by the first three Industrial revolutions.





## MANUFACTURING

KwaZulu-Natal's manufacturing sector is the second largest in the country and contributes roughly 22% to the National GDP, after Gauteng. The sector also contributes 15,4% to the provincial GDP, ranking third after the finance, real estate and general government services sectors. The manufacturing sector is geared for export, with almost a third of South Africa's manufactured exports being produced in KwaZulu-Natal.

Its diversified nature is significant to KwaZulu-Natal's economic growth rate and generates 20% of provincial employment. The largest manufacturing industries are the vehicle and component sector, pulp and paper products, chemicals and petro-chemicals, and food and beverages. The mining sector, which includes titanium dioxide, zircon along with iron, steel and ferroalloys, is important. The vehicle-manufacturing industry has created a considerable multiplier effect in component and service providers, whilst the vehicle leather industry has grown rapidly, with exports significantly increasing foreign exchange earnings.

There are many opportunities for small businesses in value-added initiatives. Of note is the importance of downstream development, required for increasing capacity and laying a foundation for successful economic development where it is most needed. One of the industries considered conducive to more downstream development is the aluminium industry, where beneficiation, both by large companies and financially-assisted small, medium and micro enterprises is economically feasible. There is a well-established stainless-steel manufacturing infrastructure, catering for pressure vessels, general

tankage, pipe and tube, heat exchangers hollowware, automotive exhausts and the like. The region's stainless-steel industry serves sectors such as the pulp and paper, chemical, petro-chemical, sugar, automotive, catering and transports industries.

In the area of non-metallic mineral products, this is a small manufacturing sector in KwaZulu-Natal, but there nevertheless exist several factories capable of high-quality production. The sector covers consumer products, such as pottery, china, earthenware and glass. It incorporates building products such as cement, clay piping, tiles and products made of concrete, gypsum, asbestos, plaster, slate and abrasives. The sector is highly dependent on the building and construction industries and on consumer confidence and is, therefore, sensitive to the business cycle.

With regard to ship-building and repair, KwaZulu-Natal has a competent ship-building and repair sector with an excellent skills base. Over the years, a variety of ocean-going vessels have been built here, inclusive of renowned luxury motorised yachts. There are immense possibilities around the Durban shoreline, especially in the construction of ships or parts. World demand for ships is increasing and such an investment would create many jobs in the area. The country's mineral wealth and the government's stated commitment to beneficiation should make the country a successful jewellery manufacturer. There is a well-established jewellery manufacturing sector producing a wide variety of precious metal jewellery items, ranging from mass production items to individual pieces. The South African industry comprises around 350 manufacturing concerns, ranging from large manufacturers employing several hundred employees to smaller studios specialising in high value added 'designer' pieces. Jewellery manufacturing nodes are found in the Durban and Pietermaritzburg areas.

The chemical sector is well-developed, with few large plants and a diverse grouping of specialist medium-sized firms. Downstream, there are many SMME chemical formulators which play an important role in the distribution chain. Central to the industry are the two large oil refineries feeding into the Petro-Chemical sector. The Plastics industry is well-established, versatile and diversified over a wide range of processes and products, with KwaZulu-Natal providing almost a third of the country's plastics requirements. The province is at the forefront of the country's manufacturing capability in areas such as sawn timber, particleboard, furniture, kitchen cupboards and manufactured wood products for the building industry, such as panelled doors and windows. Wood product exports are growing rapidly. The South African food industry no longer lags its first-world counter-parts, but has strong capabilities and well-developed supply linkages from both domestic agriculture and international markets.

The food and beverages sector has developed around a number of established companies, both domestic and international, whilst the sugar industry, with its highly-efficient base of coastal sugarcane production, is an important contributor to the local food industry.





## CONSTRUCTION AND PROPERTY DEVELOPMENT SECTOR

Economic growth in KwaZulu-Natal, coupled with prioritisation of infrastructure development by both the national and provincial government, has resulted in the implementation of major upgrade projects in cities and rural towns throughout KwaZulu-Natal.

A Presidential drive to stimulate the South African economy has provided a platform for KwaZulu-Natal's investment projects, hence the construction sector being poised to experience a new growth impetus. It is well positioned to respond to increased demand for real estate.

Housing, office, shopping mall and resort development projects are on the increase, creating fertile investment opportunities for mainstream construction and downstream supply services. Due to the growth in this industry, exciting opportunities exist for the suppliers of cement, concrete, doors, window frames and roofing, as well as services in civil engineering and construction project management.

In KwaZulu-Natal, the construction, real estate and financial sectors collectively contribute in excess of 21,2% to GDP, and reflect high growth potential. The property market, whilst somewhat depressed, is set to create increased opportunities for property developers, real estate agents and law firms as demand grows. Large property developments are progressing well in the province.

This is best evidenced with property developments on the province's north coast, an area rapidly becoming the new 'property capital' of

South Africa, with steady year-on-year growth, coupled with new developments and investments making it home to some of the most up-and-coming neighbourhoods in the country.

The KwaZulu-Natal Government's drive to stimulate small-town revitalisation is focused on the creation of strategic Special Economic Zones in the province that will focus on sustainable investments and job creation in various sectors.

Other strategic areas earmarked for development include the Durban Harbour expansion, which has received funding from the BRICS bank, the development of a new Cruise Terminal for Durban Harbour, a proposed film city development by the private sector and supported by eThekweni Municipality.

## TOURISM



Tourism is a key driver of the KwaZulu-Natal economy. The province's tourism attractions are structured around exceptional experiences centering on KwaZulu-Natal's warmth, heritage, adventure, trade gateway status, its 'Zulness', fun family orientation and beaches. Widely known by tourists as the 'Zulu Kingdom', KwaZulu-Natal is a tapestry of warm, sub-tropical coastal areas, inclusive of beaches enjoying Blue Flag status, big 5 game reserves, two World Heritage Sites - the uKhahlamba - Drakensberg Park and the iSimangaliso Wetland Park - authentic cultural routes and well-known battlefields.

The province enjoys a dominant share of the domestic tourism market and a steadily growing share of South Africa's international market, attracting some 1 million foreign visitors and 9 million domestic tourists annually. Tourism's contribution to KwaZulu-Natal's GDP is some R6,2 billion. Sector growth is underpinned by innovative tourism marketing, new and existing tourism product development and a well-established tourism sector service industry. To attract and grow the international market to the province, a new focus area, Halaal Tourism, is being explored for development and is supported by the KwaZulu-Natal Provincial Government. This is regarded as a potential tourism investment and development growth area.

## INFRASTRUCTURE



The incomparable trade and transport infrastructure in KwaZulu-Natal includes two of South Africa's largest ports, strategically situated in Durban and Richards Bay - South Africa's premier container facility and the country's busiest deep-water bulk and break-bulk port. The province also boasts a world-class road, rail and air network.

A range of prime commercial and 'Greenfield' industrial sites are available in close proximity to the ports, with easy access to all major trade transportation routes. In addition, the King Shaka International Airport and Dube TradePort Special Economic Zone, further enhances KwaZulu-Natal's access to international markets.

KwaZulu-Natal is one of the best watered regions in the country, with ample water resources from well-established storage dams, supplemented by natural lakes. Investors are assured of excellent quality water for industrial use at comparatively low tariffs.

Advanced information communication technology creates easy access to the global telecommunications highway, with high-speed international links and world-class mobile telecommunications networks. In this regard, KwaZulu-Natal is home to many medium to high technology industries, specialising in the production of motor vehicles, electronic goods, electrical machinery, chemicals and transport equipment.

The South African Department of Communications participates in the NEPAD ICT broadband infrastructure Network for Africa, which includes the Eastern Africa Submarine Cable System (EASSy) project. The 9 900km-long EASSy cable links South Africa to Sudan and provides for landing stations in countries along the east African coast. The cable, with a 25-year lifespan, connects adjacent land-locked countries. In August 2010, with upgraded design, the cable entered commercial operation ahead of schedule and about 10% under its budgeted cost of US\$300 million. The landing point for the EASSy cable in South Africa is Mtunzini in KwaZulu-Natal. Sentech, a State-owned telecommunications company responsible for the implementation of the EASSy cable in South Africa, was also responsible for implementing satellite back-up infrastructure for the 2010 FIFA World Cup in South Africa.

## FURNITURE

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The province's agriculture and forestry industries contribute some 4% to the provincial GDP. In particular, forestry has had a positive spin-off with the export of wood and wood products from KwaZulu-Natal, constituting an average of 11,7%, between 2007 and 2011, of the province's total exports.

The high availability of raw material, coupled with significant growth in other sectors, such as construction and tourism, is creating attractive investor opportunities in the furniture industry as the demand for furniture design, manufacture, refurbishment and supplies escalates.

In recognition of the potential growth of this sector, the Provincial Government of KwaZulu-Natal, in partnership with private sector roleplayers, has established a KwaZulu-Natal furniture industry cluster. Cluster objectives include organising the provincial furniture industry and creating a platform for the strategic coordination of investment and trade opportunities, both locally and internationally.

The cluster also provides a platform for the furniture, wood and wood products industry players to liaise with key provincial government contacts. Additional information may be obtained via:  
[www.kznfurniture.co.za](http://www.kznfurniture.co.za)



## HEALTH SERVICES

KwaZulu-Natal's public and private health-care facilities compare with the best in the world. The province has 71 public hospitals, 18 community health centres and 645 primary health-care centres, 26,5% of which are located in Durban and surrounds. Primary health-care is available, free of charge, for the indigent at all Government Hospitals. The province also has 93 private hospitals and many additional medical centres.

The South African Medical Technology Industry Association (SAMEDI) represents some 140 member companies, including multi-national enterprises, local manufacturers, distributors and agents, and approximately 85% of the value of the market.

Opportunities abound in this sector, as it is estimated that more than 80% of locally-consumed products are currently imported. It is envisaged that the mooted National Health Insurance will increase competition within the health provision sector, giving rise to consumer benefits.

## CLOTHING AND TEXTILES

KwaZulu-Natal industry is dominated by large apparel manufacturers producing for the mass market. These manufacturers, as well as several design houses, outsource to Cut Make and Trim (CMT) hubs in Isithebe, Durban Central and Newcastle. Several significant textile manufacturers, dyers and finishers are also located in KwaZulu-Natal.

The clothing and textile industry, well established in KwaZulu-Natal, had battled in recent years as a result of the influx of products of clothing and textiles from other countries. However, it is envisaged that this sector could be revived as the country and the province seek to drastically reduce high rates of unemployment plaguing the social fabric. As competitors in this environment are likely to move their production lines towards high-technology sectors, the local clothing and textile sector is likely to benefit from such a move, so improving its global competitiveness.

KwaZulu-Natal still claims second highest concentration of clothing manufacturing activity. Many garment manufacturers in KwaZulu-Natal produce clothing at lower price points for the mass-market. There are strategic plans by the KwaZulu-Natal government for the future growth of the sector through advance production investments and textile developments.

## AUTOMOTIVE

KwaZulu-Natal is host to five Original Equipment Manufacturers (OEM's), including Toyota South Africa. Toyota's facility, south of Durban, is one of the most technologically-advanced Toyota facilities in the world, capable of producing some 220 000 units a year.

Smaller operators, such as the MAN Truck assembly plant in Pinetown and Volvo's assembly plant in Umbogintwini are also wholly-owned subsidiaries of multi-national corporations.

Two major construction, mining and agricultural equipment manufacturers are also located in KwaZulu-Natal, namely Desmond Vehicles, which manufactures agricultural and construction equipment, built to withstand African terrain, and Bell Equipment, a globally-competitive producer of Articulated Dump Trucks, exported to Europe and a number of African countries.

The KwaZulu-Natal component industry is a mature and multi-tiered supplier base to OEM's, both here and elsewhere in the country.

Some 48 component manufacturers are located in KwaZulu-Natal and is an industry with strong connections to technology sources at a global level, with a number of firms being wholly-owned subsidiaries of multinational corporations.

South Africa's strong export growth has been increasingly attributed to Toyota's contribution and while the industry experienced problems due to a drop in global demand in 2009, and a devastating earthquake and tsunami in Japan in 2011, Toyota has maintained its position as one of the largest exporters of South African-produced vehicles.

Some 63,6% of enterprises in the KwaZulu-Natal automotive industry earn a turnover of R100 million or more, while in excess of 60,9% of companies employ more than 250 employees. KwaZulu-Natal's automotive components industry has also experienced reasonable



financial returns during the last several years, with average Return On Investment (ROI) and operating profitability levels revealing a comparatively strong performance, relative to such manufacturers in other parts of the country and central Europe.

These statistics have encouraged high levels of capital investment in the industry, with KwaZulu-Natal's automotive component manufacturers investing more than 5% of their sales in new capital equipment in three of the four years between 2004 and 2007. KwaZulu-Natal is also home to a number of after-market focused automotive component manufactures, principally due to its importance as a market and the size of its vehicle park, which has significantly positive implications for the after-market.

## AGRICULTURE

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Agriculture contributes approximately 4% to KwaZulu-Natal's gross domestic product, in spite of the province still recovering from the effects of a severe three-year drought. The province's agricultural activities are well-diversified and include sugar production on the north and south coasts, dairy and irrigation maize in the Midlands region, cattle and commercial poultry production inland, together with the increasing production of macadamia nuts and avocado pears for, especially, the export market.

The South African sugar industry is more than 150 years old and is important not only for its contribution to GDP, but also as a contributor to direct employment in both cane production and processing, as well as indirect employment within support industries in rural areas of KwaZulu-Natal.

KwaZulu-Natal is also well-known for its livestock, while also contributing some 5% to the national dairy industry. The poultry industry, too, remains an extremely important component of the agricultural environment here, providing direct and indirect employment to more than 110 000 people. It is the second largest consumer of maize and also supports many peripheral businesses (including the feed industry) and those downstream in the value chain.

South Africa's macadamia industry has its roots in Mpumalanga and the Levubu area of north-eastern Limpopo, although production has also expanded into KwaZulu-Natal. Macadamias currently represent barely 1% of total nut sales worldwide, being greatly outsold by peanuts, almonds, hazelnuts, pecans and many other varieties. However, this scenario is changing rapidly, with the popularity of macadamia nuts growing at an unprecedented rate, resulting in demand now outstripping production. Government policies and regulations have long favoured and encouraged foreign investment in this sector. This is a priority investment sector with investment-friendly legislation, incentives and legal protection in place for the benefit of investors.

The agro-processing sector is one which promotes the increased participation of historically disadvantaged groups and the incorporation of marginalised regions in the mainstream economy.

Key provincial sectors players include Tongaat Hulett, Illovo, Unilever, Rainbow Chickens, Pioneer Foods, AFGRI Premier Foods, Tiger Brands, Katope, Sovereign Foods, Nestlé, Clover, Mondi and Sappi. Primary reasons for further investment in the agro-processing sector include:

- Supportive regulatory frameworks are in place;
- Government prioritisation of the sector as a key economic driver;
- High growth in demand for agro-processed products locally and for export;
- Under-utilised and unutilised land of some 437 507ha identified within the province;
- High export growth potential in sub-sectors, such as fragrances and flavours, meat and animal products, tea and tea products, nuts and the like;
- Favourable climatic conditions and a variety of bio-climates for the primary production of raw materials. This and KwaZulu-Natal's topography allows for the production of almost any crop;
- The advantages of relatively high rainfall, moderate to sub-tropical temperatures, access to markets, export facilities and a growing economy;
- Having a strategic gateway position on the country's eastern seaboard;
- Superior infrastructure in place, such as Dube TradePort Special Economic Zone, home to King Shaka International Airport;
- Access to leading import markets through trade agreements;
- Supportive institutions, such as Cedara, the Technology Innovation Agency, University of KwaZulu-Natal, Agricultural Research Trust and the CSIR;
- Diversification opportunities in infant industries or under

achievers in dynamic markets;

- Potential to increase KwaZulu-Natal's production of fruit and vegetables – currently at 6% of South Africa's total and valued at R1,08 billion;
- The existence of processing and packaging facilities throughout the province, with the potential for growth and rehabilitation in certain instances; and
- High competitiveness ability in products with great world demand.

Sub-sectors with potential include new fibres, new fuels, indigenous tea, vegetables, aquaculture, floriculture and new fruits, whilst growing industries include wine and fresh fruit.

## ICT

South Africa's ICT sector continues to demonstrate dynamic growth, increasing 12% from R204 billion in 2017, to R229 billion in 2018.

In the four-year period, 2015 to 2019, the combined revenue for the sector increased by 6,5%, with telecommunication services revenue increasing by 6,4%, broadcasting services revenue increasing by 8,8% and postal services revenue showing a declining trend, decreasing by 3,4%. In 2018, telecommunication services showed the highest revenue growth year-on-year out of the sector, increasing by 14,4% from R163 billion to R187 billion, while broadcasting services revenue increased marginally by 3,7% from R35 billion to R36 billion.

South Africa has consistently imported more ICT products than it has exported. Almost half of ICT imports comprised radio, television and communication equipment and 30,7% consisted of office and computing machinery. This highlights South Africa's reliance on other countries to provide it with ICT equipment, such as smart phones, tablets, computers and servers. South Africa's largest ICT export is broadcasting, telecommunications and information supply services.

The sector is one of the country's biggest job providers and one of the biggest contributors to the economy, driven by mobile services. The total overall employment numbers increased by 18,8%, from 51 993 in 2017 to 61 757 in 2018. During the same period, employment in telecommunications increased by 20%, postal employment increased by 21,9% and broadcasting employment increased marginally by 0,3%.

With mobile internet connectivity regarded as crucial to economic growth, national population coverage for 3G connection remained stable at 99,5% in 2018, while national population coverage for 4G/LTE increased from 76,7% in 2017 to 85,7% in 2018. In terms of urban population coverage, seven provinces enjoyed 100% 2G coverage in 2018, being the Eastern Cape, Free State, Gauteng, KwaZulu-Natal, Limpopo, Mpumalanga and the North West Province. The Northern Cape and Western Cape recorded 2G urban population coverage 99,6% and 99,9%, respectively.

## KWAZULU-NATAL TOPOGRAPHY

### NORTHERN KWAZULU-NATAL

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The northern part of KwaZulu-Natal encompasses the province's district municipalities of Amajuba, uMkhanyakude, Zululand and parts of the uMzinyathi District. The economy is concentrated around the Newcastle-Madadeni-Osizweni axis, Mtubatuba, Dundee, Greytown, Vryheid and Ulundi.

The Newcastle-Madadeni-Osizweni axis remains the economic centre of this region. This district is well-known for its coal mining and manufacturing activities, with roughly 90% of the northern region's manufacturing output concentrated in Newcastle. Social services and household activities represent a significant portion of the local economy. Business opportunities exist in the development of small-scale coal mines and further exploration regarding the re-opening of closed-down colliers.

Tourism thrives in this area, giving rise to further investment opportunities in sectors such as the development and upgrade of basic infrastructure, tour operation business services and tourist information centres.

The Durban N2 Corridor to Maputo continues to drive economic growth in tourism within the area. Opportunities exist for agriculturists and herbalists in the northern and western mountain edges of the region, an area rich in medicinal plants. Significant global growth in the use of natural herbal products paves the way for new investment and export prospects.

### WESTERN KWAZULU-NATAL

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This region is home to KwaZulu-Natal's capital City, Pietermaritzburg, and is situated approximately 75km from Durban. Tourism, manufacturing and agriculture are the region's dominant sectors, with manufacturing primarily focused on shoes, leather goods, aluminium products, chemicals, food and furniture.

Commercial farming centres largely around Pietermaritzburg, while subsistence farming is practiced in many parts of rural uMgungundlovu and uThukela districts.

Commercial farming in the region is dominated by sugar cane, fruit, animal products, stock farming and forestry. Subsistence farming focuses on maize production.

### SOUTHERN KWAZULU-NATAL

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This region is the economic powerhouse of KwaZulu-Natal. Located about 600km south-east of Johannesburg, on the shores

of the Indian Ocean, this region comprises the eThekweni (Greater Durban) Municipality and the Ugu District Municipality, and is strategically positioned for trade and investment.

The region incorporates the vast Durban Metropolitan Area and the smaller southern towns of Port Shepstone, Pennington, Margate and Hibberdene. Durban is home to one of the busiest seaports in Africa and the emergent Durban Aerotropolis at the heart of which lies Dube TradePort Special Economic Zone and King Shaka International Airport.

The advent of the world-class Dube TradePort Special Economic Zone freight and passenger logistics platform has created a highly competitive business operating environment capable of attracting a diverse range of investors, operators, users and tenants.

Investment sectors in the region include automotive components and assembly, business process outsourcing, information and communication technology, infrastructure, tourism, chemicals and industrial chemicals, and food and beverages.

The Inkosi Albert Luthuli ICC Complex, located in the Durban city centre, is a leading South African conference venue and attracts numerous major national and international conferences and events.

## EASTERN KWAZULU-NATAL

This is the second most populated region in KwaZulu-Natal after the southern region and is inclusive of the Municipal Districts of King Cetshwayo and Ilembe. The region is home to the Port of Richards Bay and Richards Bay Industrial Development Zone.

The towns of Richards Bay, Ballito and Empangeni form the economic hub of the region. Whilst Richards Bay is highly industrialised due to the presence of the harbour, 80% of the broader region remains rural.

There is an increasing focus on extending the economic benefits arising from Richards Bay to the under-developed areas within the region.

Such development will further stimulate exports and other airport-related activities. Manufacturing and agriculture, inclusive of sugar cane, vegetables, tunnel farming, flowers, nurseries and paper, tourism and natural resources, such as forestry and mining, are key sectors of the economy of this region.

Authentic Zulu culture is fundamental to this region, presenting a host of innovative opportunities for tourism and manufacturing, as well as exports. Increasing infrastructural development across the region augers well for prospective investors in tourism products.



# 03 INVESTING IN KWAZULU-NATAL



South Africa, the second most competitive country in the region, is ranked 60<sup>th</sup> in the World Economic Forum's Global Competitiveness Report, while Namibia (94<sup>th</sup>), Rwanda (100<sup>th</sup>), Uganda (115<sup>th</sup>) and Guinea (122<sup>nd</sup>) have shown some improvement.

South Africa's investment potential lies in its diversity of sectors and industries. It is also a major trading nation, exporting and importing goods valued at more than US\$167 billion annually, from a location regarded as an ideal gateway into African and other global markets.

Gauteng and KwaZulu-Natal both boasts a strong manufacturing base. In Gauteng's strengths lie in metal products, food and beverages, chemicals, mining-related manufacturing and the automobile sector.

In KwaZulu-Natal the automobile sector, pulp and paper products, rubber and plastics, chemicals and petro-chemicals, food and beverages, as well as textiles and clothing are key manufacturing activities. The nine investor offerings that make up the value proposition for KwaZulu-Natal need to be verified, benchmarked, expanded on and marketed.

## INVESTMENT OPPORTUNITIES

- Aluminium conversion and fabricated products;
- Automotive parts and components;
- Beneficiation and value-addition of resources;
- Electronics;
- Business process outsourcing;
- Engineering;
- Petro-chemicals;
- Chemicals;
- Wood products;
- Food processing; and
- Clothing, textiles, leather and footwear.

## OPERATING IN KWAZULU-NATAL

### Requirements for Starting a Business

#### **Type of Business Establishments**

A business may be conducted by individuals, partnerships (including limited partnerships), trusts, close corporations, South African companies, or branches of foreign companies.

A South African company may be public (“Limited”) or private (“Proprietary) Limited”). Both are governed by the South African Companies Act. While no minimum equity capital requirement exists for companies, the private company is the most common vehicle for operating a business in South Africa. It requires a minimum of one member and Director and there need not be any South African resident Directors or shareholders.

A subsidiary of a foreign company is regarded as a South African company. The legal liability of the parent company is limited to the amount of share capital committed (together with any guarantees provided to any individual creditors). A branch of a foreign company is regarded as an ‘external company’ if it establishes a place of business or owns immovable property in South Africa and must register as such. The legal liabilities of a branch are not limited to the extent of its South African assets.

Both a South African company and a branch operation are subject to the provisions of the Companies Act. A branch is obliged to lodge a certified copy of the founding documents of the foreign company with the Registrar of Companies, as well as a sworn translation in English where appropriate.

It need not have a South African resident Director, but it must appoint a local manager. Two primary requirements for a branch are: (i) an annual audit and (ii) financial statements being lodged with the Registrar of Companies (financial statements must also be lodged for the company as a whole).

An exemption, which is renewable every two years, may be obtained in certain circumstances).

Locally registered private companies are also required to be audited, but are not required to lodge their Annual Financial Statements with the Registrar of Companies.

#### **Banking**

South Africa applies anti-money laundering laws to assist in complying with its international obligations to fight organised crime and terrorism.

Legislation detailing money laundering controls include the Financial Intelligence Centre Act, No. 38 of 2001 (FICA). Given that customer identification is a crucial element of any effective money laundering

control system, since July 2003, banks are required to obtain certain information and supporting documentation for new customers before accounts may be opened.

### Broad-Based Black Economic Empowerment

Broad-Based Black Economic Empowerment (B-BBEE) is a South African Government initiative aimed at promoting economic transformation in order to enable meaningful participation in the economy by Black people, defined as Africans, Coloureds (including Chinese) and Indians.

The B-BBEE compliance standard and environment is, however, voluntary and self-regulatory. However, organisations transacting with Government are required to demonstrate their B-BBEE credentials, based on measurable indicators and targets across seven score-card elements.

The private sector, NGO's and others are encouraged to apply B-BBEE Codes of Good Practice when transacting, so aligning business imperatives with Government's B-BBEE objectives. To do this, an enterprise should obtain a certified B-BBEE status through an accredited verification agency.

1. Ownership	25				
2. Management Control	15				
3. Skills Development	20				
4. Enterprise Development	40				
5. Socio-Economic Development	5				

Source: DTIC

### Taxation

South African residents are taxed on their worldwide income. Non-South African residents are taxed on their South African sourced income only. A company will be a South African resident if it is incorporated in South Africa or if it has its place of effective management in South Africa.

An individual will be a South African resident if he/she is ordinarily a resident here or is physically present here for a specified number of days over a five year period. Any person who is deemed to be a resident of another state through the application of a double tax agreement will not be treated as a South African resident.

To avoid double tax, South Africa has double tax agreements with many of its trading partners. Accordingly, a foreign resident will be taxable in South Africa only if it conducts business through a permanent establishment in South Africa (note: there are a few exceptions, such as withholding taxes).

**Tax Rates** – Since 1 April 2012, South Africa has implemented a dividends tax on companies' shareholders, to replace the historic secondary tax on subsidiaries (STC). The dividends tax levied at 15%, is a withholding tax, and applies to resident and non-resident companies in respect of shares listed on the JSE. Dividends tax does not apply to South African companies' retirement funds or other exempt persons.

South African branches of foreign companies are taxed at a rate of 28%. No STC is imposed on the remittance of branch profits. Capital gains earned by companies are effectively taxed at 14% for South African companies and 16,5% for branches of foreign companies. Individuals are taxed on a sliding scale with the highest marginal rate being 40%.

Capital gains on the disposal of assets are levied at the rate of 13,3% for individuals and special trusts, 18,6% for companies and 26,7% for other trusts. There are certain exemptions, such as a R2 million gain/loss on disposal of a primary residence, most personal use assets, such as motor vehicles, furniture and appliances, and retirement benefits and proceeds from long-term insurance policies.

**Other Taxes** – Businesses must register as an employer with the South African Revenue Service and Pay As You Earn (PAYE) must be withheld on a monthly basis from remuneration paid to employees.

Social Security taxes are also collected through the PAYE system. Value Added Tax (VAT) is levied at a rate of 15% on taxable supplies made by vendors. Customs and excise taxes are also payable. Securities Transfer Tax of 0,25% is levied on the transfer of shares, but not levied on the new issue of shares.

### **Exchange Control**

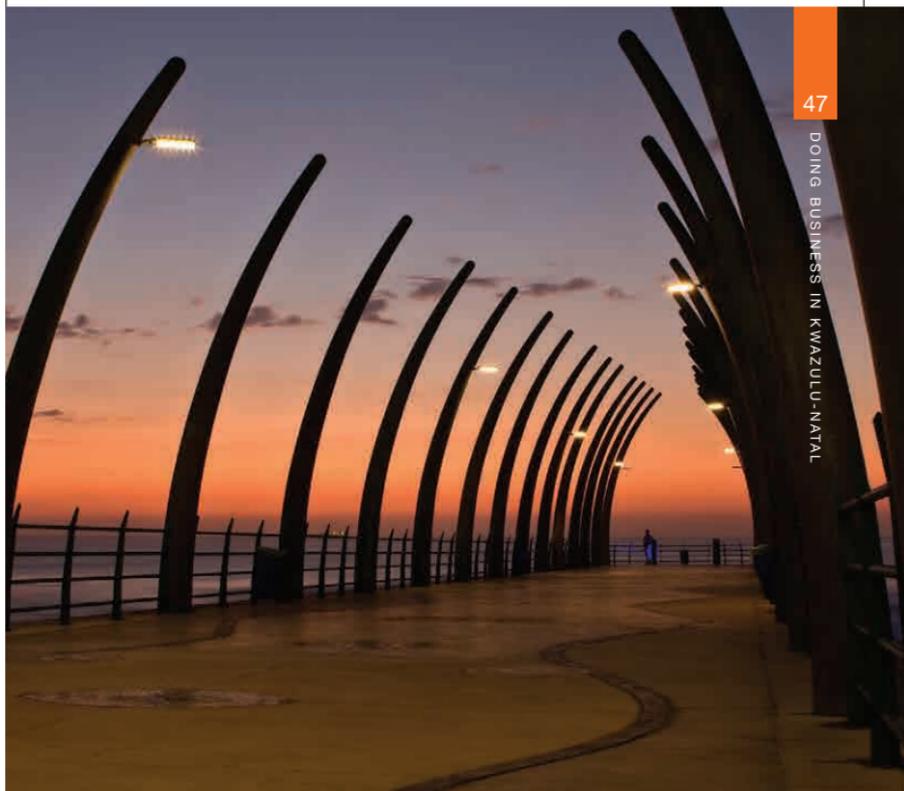
The Financial Surveillance Department (formerly the Exchange Control Department) of the South African Reserve Bank imposes exchange controls on South African residents in terms of the Exchange Control Regulations (1961), issued under the Currency and Exchanges Act (1933).

The South African government remains committed to the gradual relaxation of exchange controls, but the existing exchange controls are strictly enforced, particularly in the current uncertain financial environment.

## INVESTMENT A NEW SOUTH AFRICAN ENTITY



There is no restriction on the amount that a non-resident may invest in the capital of an entity. However, funds must be transferred to South Africa from a non-resident source to take up ordinary share capital in a company, member's contribution in a close corporation, as a donation to a trust or into a capital account of a partnership. Proof of



this inward transfer of funds must be provided to the entity's banker to retain in an exchange control file. An Authorised Dealer is required to endorse the share certificates "non-resident".

If the investment is to be acquired by any method other than the transfer of funds, e.g. the transfer of capital equipment or stock, Reserve Bank approval would be needed. Such approval is normally granted, subject to the bank endorsing the import documentation "no exchange to be provided".

The investment must be an arm's length transaction. There may be no direct or indirect South African interest whatsoever in the foreign investing entity. The foreign investor may not be a front for a South African resident. The bank would require a letter on the letterhead of the foreign investing entity, confirming that there is no South African interest whatsoever, direct or indirect, in that entity. The letter must also state whether the entity, or its ultimate shareholder, is quoted on a foreign stock exchange. If the foreign investor is an individual, a letter would be required from the individual, together with a copy of his/her passport, confirming either that he/she has never been a permanent resident of South Africa or, if a former resident, advising when his/her emigration was placed on record with the Reserve Bank and which Authorised Dealer attended to the Exchange Control formalities.

The acquisition of preference share capital would need Exchange Control approval as the Reserve Bank regards preference shares as loans.

Any foreign loans, whether from a shareholder or a third party, require Exchange Control approval.



## RESIDENCE AND IMMIGRATION

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The South African Department of Home Affairs (DHA) is the relevant department of state responsible for the implementation, control and management of policy and legislation regarding persons who wish to work in South Africa or settle permanently. Day-to-day administration of these policies is carried out by the various regional and district offices, located in most cities and towns of South Africa. In KwaZulu-Natal, there are 10 regional offices, 13 district offices and 35 permit service centres.

There are various categories of temporary work permits and permanent residence permits, including:

### **Temporary Residence Permits**

- General work permits;
- Exceptional skills permits;
- Inter-company transfer permits;
- Corporate permits;
- Quota permits; and
- Business permits (self-employed permits).

### **Permanent Residence Permits**

- Foreigner with five years continuous work permit status;
- Worker with permanent employment offer;
- Person possessing extra-ordinary skills or qualifications; and
- Person who wishes to establish or invest in an existing business.

## INVESTMENT INCENTIVE PROGRAMMES

South Africa offers various attractive investment incentives, targeted at specific sectors or types of business activities. These incentives are administered by the national Department of Trade and Industry (dti). In KwaZulu-Natal, Trade & Investment KwaZulu-Natal, being the official investment promotion agency for the province, offers facilitation services between investors and traders with the dti for the purposes of accessing these incentives and any other services that may be required. There are also other regional or municipality-specific trade and investment promotion agencies in the province, which offer similar services to those of Trade & Investment KwaZulu-Natal, normally to investors and traders within their immediate areas of jurisdiction.

## SECTION 12I INCOME TAX ALLOWANCE (ITAI)

The newly launched Section 12i Income Tax Allowance incentive is designed to support 'Greenfield' investments (industrial projects that utilise only new and unused manufacturing assets), as well as 'Brownfield' investments (expansions or upgrades of existing industrial projects). The incentive offers support for both capital investment and training. The objectives behind the incentive programme are to support:

- Investment in manufacturing assets to improve the productivity of the South African manufacturing sector; and
- Training of personnel to improve labour productivity and the skills profile of the labour force.

### The Incentive Offers

- R900 million in the case of any 'Greenfield' project with preferred status;
- R550 million in the case of any other 'Greenfield' project;
- R550 million in the case of any 'Brownfield' project with a preferred status;
- R350 million in the case of any other 'Brownfield' project;
- An additional training allowance of R36 000 per employee may be deducted from taxable income; and
- A maximum total additional training allowance per project, amounting to R20 million, in the case of a qualifying project, and R30 million in the case of a preferred project.

### To qualify, the investment must be:

- A 'Greenfield' project (new project);
- A 'Brownfield' project (expansion or upgrade); or
- Classified under 'Major Division 3: Manufacturing'.

### The project should:

- Upgrade an industry within South Africa (via an innovative process, cleaner production technology or improved energy efficiency);

- Provide general business linkages within South Africa;
- Acquire goods and services from Small, Medium and Micro Enterprises (SMMEs);
- Create direct employment within South Africa; and
- In the case of a 'Greenfield' project, be located within an Industrial Development Zone (IDZ).

## RESEARCH AND DEVELOPMENT TAX INCENTIVE PROGRAMME



The Research and Development Tax Incentive Programme was introduced in November 2006 in terms of Section 11 (d) of the Income Tax Act. It is administered by the Department of Science and Technology, in conjunction with the South African Revenue Service to encourage innovation, scientific and technological research and development (R&D) by taxpayers/companies in South Africa.

The incentive is two-fold. Firstly, it consists of a deduction of 150% in respect of eligible expenditure on eligible scientific or technological R&D undertaken by taxpayers within South Africa. Secondly, it allows for the accelerated depreciation of assets for the purpose of scientific and technological R&D over three years, at a rate of 50:30:20, starting from the year of assessment in which the asset is first brought into use.

Taxpayers may claim for eligible scientific or technological R&D expenditure on salaries and wages, materials, buildings, machinery, equipment and contracted R&D. Expenditure on the following activities is deductible:

- Exploration and prospecting;
- Management of internal business processes;
- Management trademarks;
- Social sciences or humanities; and
- Market research, sales or marketing promotion.

## INDUSTRIAL DEVELOPMENT ZONE PROGRAMME



An Industrial Development Zone (IDZ) is a purpose-built industrial estate linked to an international airport or seaport, which contains a controlled customs secured area. A controlled customs secured area is exempt from VAT and import duty on machinery and assets. The aim of an IDZ is to provide demand-driven infrastructure, generate suitable local and foreign investment and improve international competitiveness.

An IDZ also comprises industries and service areas designed to:

- Provide a location for the establishment of strategic investments;
- Promote and develop links between domestic and zone-based industries to optimise the use of existing infrastructure, generate employment and create technology transfers;

- Enable the exploitation of resource-intensive industries;
- Allow for the smooth operation of investors' plants within the IDZ;
- Attract advanced foreign production and technology methods in order to gain experience in global manufacturing and production networks; and
- Provide world-class industrial infrastructure.

There are currently four Industrial Development Zones in South Africa, all strategically positioned close to an international seaport or airport. These are:

- Dube TradePort Special Economic Zone KwaZulu-Natal;
- The Richards Bay Industrial Development Zone (RBIDZ) in KwaZulu-Natal;
- The Coega, and the East London Industrial Development Zones in the Eastern Cape; and
- The OR Tambo International Airport (designated) Industrial.

### **Dube TradePort Special Economic Zone**

Designed in terms of the Special Economic Zone Act, 16 of 2014, to enhance the country's manufacturing and export capabilities and attract Foreign Direct Investment, Dube TradePort Special Economic Zone has grown to become one of the top ten investment opportunities in South Africa.

Special Economic Zones, which are informed by the South African Government's National Development Plan and Industrial Policy Action Plan, are strategic instruments to drive inclusive economic growth and deepen industrialisation. They do this by encouraging the beneficiation of available resources and offering a range of advantages to enterprises through incentives and services that are supported by National, Provincial and Local Governments. This enables business efficiency and drives competitiveness.

### **Targeted Priority Sectors**

- Aerospace and aviation-linked manufacturing and related services;
- Agriculture and agro-processing, including horticulture, aquaculture and floriculture;
- Electronics manufacturing and assembly;
- Medical and pharmaceutical production and distribution;
- Clothing and textiles; and
- Automotive component manufacturing.

### **Supplementary sectors**

- Freight-forwarding and aviation services;
- Warehousing and storage;
- Logistics and distribution;
- Light manufacturing and assembly;
- High-tech and automotive industries;
- General manufacturing;
- Renewable industry; and
- Cold storage.

### **The Richards Bay Industrial Development Zone (RBIDZ)**

The Richards Bay Industrial Development Zone (RBIDZ) is a purpose-built and secure industrial estate in Northern KwaZulu-Natal.

It is linked to the seaport of Richards Bay, tailored for manufacturing and storage goods to boost beneficiation, investment, economic growth and, importantly, the development of skills and employment.

The RBIDZ aims to encourage international competitiveness through tax and duty-free incentives on importation of production-related raw materials and inputs, as well as world-class infrastructure, especially designed to attract investors.

The RBIDZ also offers:

- Suitability for export-orientated production;
- Dedicated customs support services to expedite excise inspection and clearing;
- A zero rate of VAT on supplies procured from South African sources;
- Import status for finished goods which are sold into South Africa;
- Reduced taxation and exemption for some activities/products; and
- Access to the latest information technology for global communications.

## CRITICAL INFRASTRUCTURE PROGRAMME



The Critical Infrastructure Programme provides subsidised support for the economic infrastructure required for committed productive investments, including new or expansion of existing projects.

It also assists companies with top-up grants, providing funding ranging between 10% and 30% of the qualifying development costs.

The scheme aims to:

- Improve the competitiveness of South African industries;
- Achieve economic growth and create employment; and
- Support industrial development with strategic economic advantages for South Africa, achieving a geographical spread of economic activities within the country and prioritising rural and economically-depressed areas.

Entities may claim for:

- Costs incurred directly in the installation, construction and erection of infrastructure;
- Remuneration costs incurred by the applicant for payment of employees undertaking project work;
- Costs of materials directly consumed during installation, construction and erection of infrastructure; and
- The cost of new capital items, such as test equipment.

## AUTOMOTIVE PRODUCTION AND DEVELOPMENT PROGRAMME



The Automotive Production and Development Programme (APDP) which replaced the Motor Industry Development Programme (MIDP) in 2013, set out to stimulate growth in the automotive vehicle production industry to 1,2 million vehicles per annum by 2020, with an associated deepening of the components industry.

This provided opportunities to increase the local content of domestically assembled vehicles.

The APDP has four key elements:

- A tariff reduction freeze between 2013 and 2020;
- Production incentives;
- A local assembly allowance; and
- An automotive investment allowance.

## ENTERPRISE INVESTMENT PROGRAMME



The Enterprise Investment Programme (EIP) is an incentive grant comprising the Manufacturing Investment Programme (MIP) and Tourism Support Programme (TSP). The incentive is accessible to both local and foreign-owned entities intending to locate projects in South Africa.

The MIP is a cash grant for locally-based manufacturers who wish to establish a new production facility, expand an existing facility or upgrade an existing facility within the manufacturing industry environment. Qualifying investment costs comprise machinery, equipment, land and buildings and commercial vehicles.

The TSP is an investment incentive grant payable over a period of two to three years to support the development of tourism enterprises and, in so doing, stimulate job creation and encourage the geographical spread of tourism investment.

Tourism-related activities supported by the grant include accommodation, recreation/entertainment and cultural services as well as tour operator and passenger transport services.

## FOREIGN INVESTMENT GRANT



The Foreign Investment Grant (FIG) is designed for international companies investing in plant, new machinery and equipment in South Africa. The grant compensates investors for the transportation of new machinery and equipment in South Africa.

Business Process Outsourcing and Off-shoring Investment Incentive.

## THE TECHNOLOGY AND HUMAN RESOURCES FOR INDUSTRY PROGRAMME (THRIP)

THRIP is a partnership programme funded by the dti and managed by the National Research Foundation (NRF).

On a cost-sharing basis with industry, the THRIP supports science, engineering and technology research collaborations which are focused on addressing the technology needs of participating firms and encouraging the development and mobility of research personnel and students among participating organisations.

## SUPPORT PROGRAMME FOR INDUSTRIAL INNOVATION

The Support Programme for Industrial Innovation (SPII) is a dti-provided support programme, managed by the Industrial Development Corporation. The SPII is designed to promote technology development in South African industry through the provision of financial assistance for the development of innovative products and/or processes. The SPII specifically focuses on the development phase, which commences at the conclusion of basic research and culminates when a pre-production prototype has been produced.

## SMALL ENTERPRISE DEVELOPMENT AGENCY TECHNOLOGY PROGRAMME

The Small Enterprise Development Agency (SEDA) Technology Programme (SEDATP) is a special ring-fenced dti-provided programme, housed within SEDA. It was created to provide a broad spectrum of business incubation, technology transfer, quality and standards services and support to small enterprises.

As part of the government's strategy to consolidate small enterprise support activities since April 2006, the activities of the Godisa Trust, the National Technology Transfer Centre, the three business incubators of the dti, the Technology Advisory Centre, the technology-transfer activities of the Technology for Women in Business Programme and the support programmes for small enterprises of the South African Quality Institute were merged into a single, programme, known as the SEDATP.

Its purpose is to stimulate economic growth and development through facilitating technological innovation and increasing access to, and utility of, technologies and technical support for small enterprises, whilst improving the sustainability and international competitiveness of small enterprises supported through the programme.

The SEDATP is, therefore, responsible for the provision of both financial and non-financial technology transfers, business incubation and quality support services for small enterprises.

## FOREIGN FILM AND TELEVISION PRODUCT INCENTIVE

This incentive aims to encourage and attract large-budget films and television productions and post-production work that will contribute towards employment creation, enhancement of the country's international profile and increase its creative and technical skills base. Incentive benefits are calculated on project value:

- Shooting on location in South Africa: The incentive is calculated as 20% of the Qualifying South African Production Expenditure (QSAPE). No cap will apply for this incentive; and
- Shooting on location in South Africa and conducting post-production with a Qualifying South African Post-Production Expenditure (QSAPPE) of R1,5 million in South Africa: The incentive is calculated at 22,5% of QSAPE and QSAPPE (an additional 2,5%, cumulative 22,5%).

## SOUTH AFRICAN FILM, TELEVISION PRODUCTION AND CO-PRODUCTION INCENTIVE

This incentive exists to support the local film industry and to contribute towards the creation of employment opportunities in South Africa. The rebate is calculated as 35% of the first R6 million of QSAPE and 25% of the QSAPE on amounts above R6 million.

## CLOTHING AND TEXTILE COMPETITIVENESS PROGRAMME

The purpose of this programme is to build capacity within clothing and textile manufacturers and in other areas of the apparel value chain in South Africa so as to enable them to effectively supply their customers, such as major retailers, government and niche markets, both locally and internationally.

The programme aims to grow South African-based clothing, textiles, footwear and leather goods manufacturers to become globally competitive.

Such competitiveness encompasses issues of cost, quality, flexibility, adaptability and the capability to innovate. These interventions include activities revolving around people, equipment, materials and processes. The applicable investment grant is as follows:

- The incentive programme provides investment support to both local and foreign-owned entities by offering a cost-sharing grant

incentive of 75% of project costs for cluster projects and 65% of project cost for company-level projects. The incentives does not cover costs pertaining to machinery, equipment, commercial vehicles, land or building in an existing clothing and production facility;

- A company level grant will supports competitiveness improvement initiatives of such companies through the provision of 65:35 cost-sharing grants between the Clothing and Textile Competitiveness Programme grant and the company, respectively. Grant support for each company will be limited to accumulative ceiling of R2,5 million over a five-year period of programme implementation; and
- A cluster grant will support the development of such clusters through the provision of respective 75:25 cost-sharing grants between the Clothing and Textile Competitiveness Programme grant and cluster participants. Grant support for each approved partnership is limited to cumulative ceiling of R25 million over a five-year period of the programme implementation.

The programme will run for a period of five years, starting April 2009.

## PRODUCTION INCENTIVE

The Production Incentive (PI) is aimed at structurally changing the clothing, textiles, footwear, leather and leather goods manufacturing industries by providing funding assistance for these sectors to invest in competitiveness improvement interventions.

The PI comprises two components, namely an upgrade grant facility and an interest subsidy for working capital.

This PI is a market-neutral incentive offered to the sub-sectors listed below, resulting in an incentive benefit equal to 10% for the year ending March 2011 of a company's Manufacturing Value-Addition.

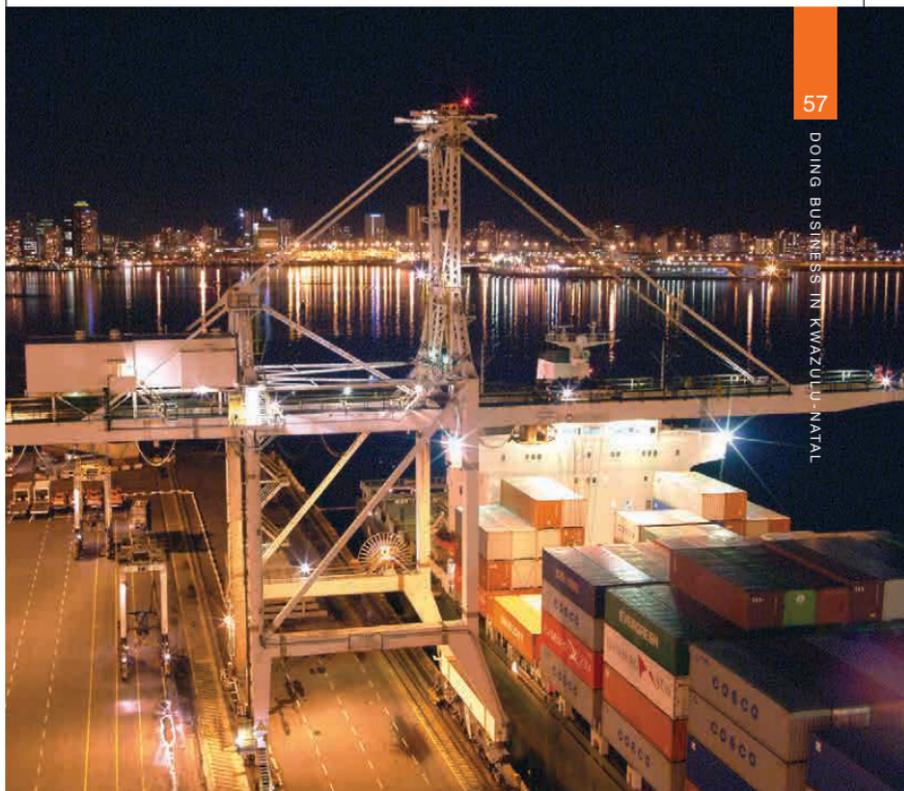
The PI will run for a period of five years and is available to:

- Clothing manufacturers;
- Textile manufacturers;
- Cut, make and trim operators;
- Footwear manufacturers;
- The Leather goods manufacturers; and
- Leather processors (specifically for leather goods and footwear industries).

The PI specifically excludes any leather and leather goods manufactured for the automotive sector. The above-detailed two programmes (CTCP and PI) are administered by the Industrial Development Corporation of South Africa.

## EXPORT MARKETING AND INVESTMENT ASSISTANCE SCHEME

The export Marketing and Investment Assistance (EMIA) Scheme



partially compensates Exporters and investors for costs incurred in respect of activities aimed at developing export markets and assists with the facilitation of investments in South Africa.

Scheme assistance takes the form of air travel expenses, freight-forwarding costs relating to display materials, subsistence allowances, exhibition space and booth rental costs. Eligible applicants for the scheme include:

- South African-based manufacturers of products, including small, medium and micro enterprises, previously disadvantaged individuals and other businesses;
- South African export trading houses;
- South African commission agents, representing at least three SMMEs or PDI-owned businesses; and
- South African export councils, industry associations and Joint Action Groups (JAGs) representing at least five South African entities.

Entities/divisions/subsidiaries forming part of a group, joint venture or partnership qualify for EMIA Scheme assistance at the discretion of the Scheme.

## POLICY ADVOCACY

Economies continuously implement necessary regulations in relation to trade and investment. While these may seem counter-productive at times, they are primarily designed to protect the well-being of the consumers of goods and services produced by investors and traders.

As such, it is important that investors and traders are aware of the existence of such regulations and comply accordingly.



To the extent that such regulations remain applicable in the province, Trade & Investment KwaZulu-Natal strives to facilitate speedy compliance with all such regulations, in collaboration with relevant implementation bodies.

Against this background, Trade & Investment KwaZulu-Natal has structured strategic agreements and relationships with key agencies, municipalities and government departments to remove unnecessary bureaucracy and speed-up processes in order to fast-track investments in this province. Investors planning to invest in KwaZulu-Natal should:

- Take note of national and provincial policy environments for encouraging investment and communicate with Trade & Investment KwaZulu-Natal for clarity and the provision of such information;
- Review incentives available from government and make application for those which they may be eligible;
- Take note of labour legislation and, in particular, the Labour Relations Act, Basic Conditions of Employment Act and the implications of doing business in the province, as well as being aware of labour movements and available bargaining councils;
- Seek to contribute to Broad-Based Black Economic Empowerment, in terms of the Broad-Based Black Economic Empowerment score card;
- Familiarise themselves with planning and environmental regulations applicable to the areas in which they intend to operate, ensuring compliance, or otherwise seek advice from the provincial Department of Agriculture and Environmental Affairs;
- Ensure that work permits for non-South African citizens to be employed in the enterprise are secured prior to their arrival;
- Ensure compliance with South African customs and excise regulations and the protocols for payment and shipping;

- Fulfil the tax obligations of companies in terms of South African law and observe property owner responsibilities (where relevant) in terms of South African law;
- Be aware of the limited constitutional powers of provincial and local government with respect to materially incentivising investment, whilst being assured of their co-operation with such powers; and
- Communicate with the Trade & Investment KwaZulu-Natal representative assigned to assist with any of the above, whilst seeking that individual's advice on any other matters.

In the process of facilitating investment in the province, Trade & Investment KwaZulu-Natal will:

- Continually strive to live up to its vision and mission, as outlined in its annual strategic documents, and will proactively assist investors with referral services where needed;
- Assist potential investors within KwaZulu-Natal with any relevant information and liaison services required in respect of ensuring investor adherence to protocol;
- Strive to achieve KwaZulu-Natal and South Africa's competitiveness in attracting Foreign Direct Investment (FDI) in a global context and, in particular, to seek to achieve policy and incentive comparability to other successful middle income countries with regard to attracting investment;
- Regularly review its own activities and programmes, in line with international best practice and being mindful of emergent new issues, the consequence of global innovation, communication and competition;
- Actively advocate for a conducive investment environment for investors; and
- Sign/enter into Memorandums of Understanding with both national and provincial parastatals in order to reduce the number of days and bureaucracy in the accessing of goods and services offered to investors by such parastatals.

## LAND ACQUISITION IN KWAZULU-NATAL

Very few restrictions currently apply to the purchase of property by non-residents, although procedures and requirements do exist, which must be complied with, within certain circumstances.

Entities registered outside South Africa intending to purchase property here must be registered and appoint a South African resident public officer for a local company whose shares are owned by a non-resident. Should a non-resident plan to purchase property in South Africa with the intention of residing here for longer periods, he/she must apply for permanent residency in accordance with given requirements and procedures.

A land requisition challenge in South Africa relates to the conclusion of Environmental Impact Assessments (EIAs).

The South African Department of Environmental Affairs is striving to ensure sustainable development in a country renowned for its World Heritage Sites, two of which are located in KwaZulu-Natal. These and other designated natural areas may not be converted into industrial or similar sites.

This approach is designed to preserve the natural beauty of KwaZulu-Natal, as a unique place to live, work and invest.

**Purchasing Property in South Africa as a Foreigner** – Non-residents purchasing property in South Africa may borrow up to 50% of the purchase price in South Africa, with the balance being brought into the country by the purchaser, transferred from a recognised foreign bank to one in South Africa.

The borrowed amount is at the discretion of the commercial bank offering the loan.

A non-resident is required to open a 'non-resident' account at a South African commercial bank in order to facilitate loan repayments.

This account may be funded from abroad or from rental monies received, subject to the bank holding the account being provided with a copy of any rental agreement.

Non-residents with valid South African work permits are regarded as residents for the duration of the validity of their work permits and are not subject to borrowing restrictions placed on non-residents without work permits.

**Acquiring and Disposing of Privately-owned Land** - Investors face a range of possibilities when selecting land for development in South Africa. Private, state, provincial, municipal and parastatal landholdings are all potentially available for commercial development, each with its own application process.

Details of these processes are determined and administered by the municipality concerned.

Commercial real estate is well-developed in South Africa, with private holdings in both urban and outlying areas. The availability of industrially-zoned and serviced land varies by location.

However, the KwaZulu-Natal PDA exists to assist investors with applications for the rezoning of land, should the need arise.

**Acquiring State-owned Land** - The purchase or lease of state land is subject to tender. Two scenarios exist for the acquisition of such land:

- Application by an investor or developer for the use of a particular plot of state land; and
- A response by an investor to an invitation by the Government for bids to develop land.

## MAJOR INFRASTRUCTURE AND INVESTMENT PROJECTS

South Africa is considered to be one of the most sophisticated and promising emerging markets in the world, with the cost of doing business comparing favourably with other emerging world markets. The country and, particularly, the province of KwaZulu-Natal, offer competitive investment advantages and opportunities, enhancing this region's status as a preferred investment destination. Ongoing infrastructure projects in the country and province are paving an increasingly competitive path for further investments here.

### DURBAN PORT UPGRADE

The Durban Container Terminal (DCT) is the biggest and busiest in the Southern Hemisphere, currently handling 64% of the country's sea-borne container traffic.

Transnet is implementing an ambitious expansion project at the terminal, comprising 30 individual work packages aimed at increasing the DCT's container-handling capacity from 2,3 million Twenty foot Equivalent Units (TEUs) to its full capacity of 2,9 million TEUs. An additional project is underway to re-engineer the terminal through configuration and equipment replacement, which will result in 920 000 TEUs of additional capacity. Valued at more than R11 billion, this project forms part of an overall R110,5 billion five-year capital expenditure programme.

### INGULA PUMPED-STORAGE SCHEME

A R16,6 billion Ingula pumped-storage scheme, located within the Drakensberg Mountains will comprise an upper dam (Bedford) and a lower dam (Baamhoek). The upper dam site is located in the Free State and the lower one in KwaZulu-Natal. The escarpment forms the border between the two provinces. The distance between the two reservoirs will be 4,6km, with an elevation difference of some 470m.

The dams will be connected by way of underground waterways and a powerhouse complex, which will house four 333MW pump turbines with a total capacity of 1 332MW, a machine hall, a transformer hall and associated tunnels, shafts and caverns. Twin waterways, consisting of part-concrete and part steel-lined headrace tunnels, pressure tunnels and shafts, will link the upper reservoir with the pump/turbines. Steel-lined extended draft tubes and a single concrete-lined tailrace tunnel will connect the pump/turbines to the lower reservoir.

The upper reservoir will be a concrete-faced rock-fill embankment dam 41m high, with a total capacity of 22,6 million cubic metres and an active water storage volume of 19,3 million cubic metres. The lower dam will comprise a roller-compacted concrete wall, 39m

high, with a total capacity of 26,3 million cubic metres and an active storage volume of 21,9 million cubic metres.

The upper reservoir will store enough water to generate electricity continuously, using all four units for 16 hours. Pumping the water back from the lower reservoir will take about 21 hours, giving an overall efficiency of 76% for the scheme.

## DUBE TRADEPORT DEVELOPMENT

Dube TradePort Special Economic Zone, home to King Shaka International Airport, is the single largest infrastructural investment project in KwaZulu-Natal and is a 'Greenfield' airport-related development. The project provides a world-class freight and passenger logistics platform for the province.

The developed airport infrastructure is supported by the surrounding Dube TradePort which comprises a trade zone, linked to an airfreight component, Dube City, which will serve as an urban hub comprising hotels, conference facilities and a business environment, as well as an integrated agricultural export zone, which includes land for the cultivation of high-value farming products and facilities designed to promote agricultural production and export.

## MOOI-MGENI TRANSFER SCHEME PHASE TWO

This project will supplement the yield of the Mgeni water system, one of three systems supplying water to about 6,3 million people living in KwaZulu-Natal municipalities of the eThekweni Metro, uMgungundlovu and Msunduzi.

The District Municipalities of Sisonke, Ugu and Ilembe are additional indirect beneficiaries of the project.

The R2,2 billion project comprises the construction of the Spring Grove Dam and associated transfer system (pump station and pipeline) in the Midlands town of Rosetta, on the Mooi River, and a conveyance system to transfer water to the Mgeni River catchment.

Once constructed, the new system will augment the current yield of the Mgeni system by an additional 60 million cubic metres of water a year, while addressing water delivery backlogs and improving the region's supply security.

## PORT OF RICHARDS BAY REFURBISHMENT

The Port of Richards Bay, South Africa's largest bulk port, comprises a dry-bulk terminal, a multi-purpose terminal and a privately-owned

operated coal terminal. Other private operators within the port include several wood chip export terminals and a bulk liquid terminal. The port also has extensive rail and conveyor systems servicing berths from nearby factories and plants.

To create capacity for future growth, Transnet Port Terminals is forging ahead with a project to refurbish worn equipment. Refurbishment involves replacing worn parts on the 42km of conveyor belts, ship loaders and unloaders and dust extractor units. Refurbishment of the port's two tipplers has already been completed.

## RICHARDS BAY INDUSTRIAL DEVELOPMENT ZONE (RBIDZ)

■ ■ ■

The RBIDZ is a purpose-built and secure industrial estate located adjacent to the Port Richards Bay, handling some 57% of South Africa's seaborne cargo.

The RBIDZ encourages international competitiveness through tax and duty-free incentives, world-class infrastructure and electricity rates that are ranked amongst the lowest in the world.

Industry-types that are expected to reap maximum benefits by being located within the RBIDZ include: export-orientated businesses, users of raw materials, heavy energy users (electricity, gas, coal and bio-mass).

A particular focus of the RBIDZ is the downstream benefit to primary products already being manufactured in the region for export.

The RBIDZ is, therefore, aimed at adding value to the manufacturing sector in KwaZulu-Natal and enhancing the province's existing export potential, whilst contributing to the growth of small and medium-sized local enterprises.

## CAMDEN-MBEWU POWER TRANSMISSION LINE

■ ■ ■

This project will see the construction of a 765 kV power transmission line from a proposed substation near the Camden coal-fired power station in Ermelo, in eastern Mpumalanga, to the Mbewu (Theta) substation to be built near Empangeni, in northern KwaZulu-Natal.

In addition, access roads adjacent the power-line are proposed for construction and will be maintained on an ongoing bases.

To link the new power-line into the grid, other electrical infrastructure is required at both the take-off (Camden sub-station) and end-point (Mbewu sub-station). Such infrastructure requirements will occur within the footprint of both sub-stations.

## SMARTXCHANGE

Based in Durban, the SmartXchange is a technology innovation node and serves as a dynamic, young business incubation centre, established to promote and support the province's vision of becoming one of South Africa's major technological hubs.

## AUTOMOTIVE SUPPLIER PARK

The Automotive Supplier Park will provide for a low-cost, single location designed to house automotive component manufacturers and suppliers.

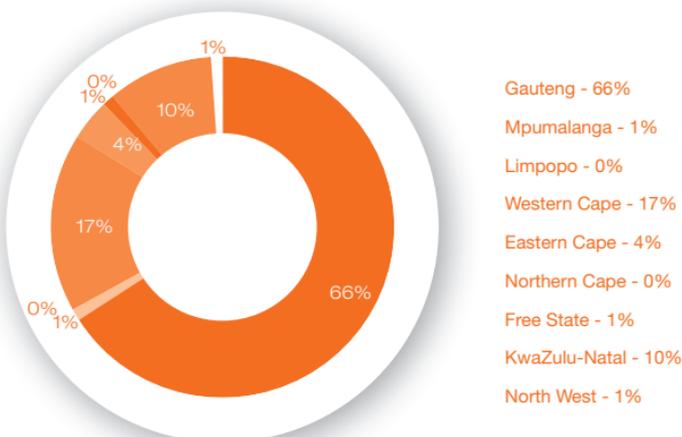
The park site is envisaged to be located in close proximity to both key assembly plants and the Durban Harbour, enhancing supply chain management for both local and international markets.



# 4 INTERNATIONAL TRADE



## PROVINCIAL IMPORTS, 2017-2020



Source: TIKZN, and Stats SA, April 2021

South Africa's outward nominal trade was more resilient, with higher exports growth at 7,5% when 2020 is compared to 2019. Encouragingly, the exports performance in 2020 alone, resulted in a positive trade balance of R387 billion. Unfortunately, KwaZulu-Natal province felt the impact of the economic shutdown due to the pandemic, as its exports for the entire 2020 dipped by 8,8% or by R12,8 billion when compared to 2019. Nevertheless, the province registered a positive nominal trade balance of just over R13,4 billion in 2020 alone and an improved term of trade, due to indigenous companies capitalising on existing competitive advantages and embracing digitalisation during the COVID-19 storm to trade and remain sustainable. These factors including the strategic location of the province, which is home to one of Africa's busiest ports - the Durban port - and the weaker rand during the pandemic ensured that KwaZulu-Natal exports remained price competitive in regional and international markets.

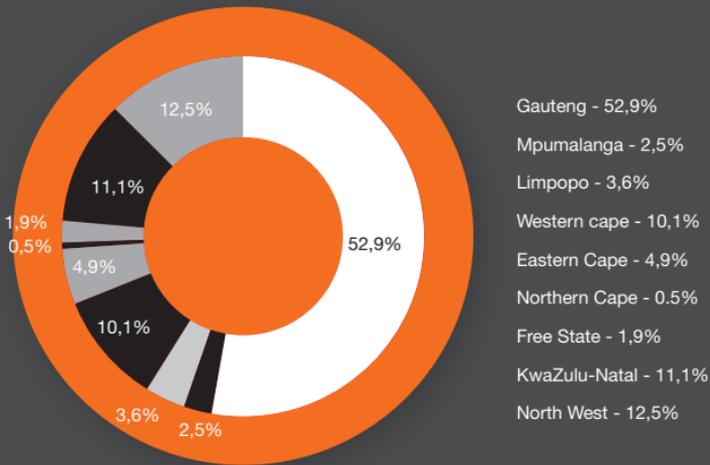
## South African Nominal Exports by Province and Value, 2017-2020

# 05 BASIC REQUIREMENTS FOR TRADING AT INTERNATIONAL LEVEL



## PROVINCIAL EXPORTS, 2017-2020

■■■



Source: TIKZN, and Stats SA, April 2021

When KwaZulu-Natal's trade with the world is analysed in real terms (that is, after adjusting for inflation or eliminating influences from price changes), a negative trend is evident from the beginning of 2020, highlighting the need to improve the trade balance of the provincial economy in real terms and the wealth of its citizens.

### KwaZulu-Natal's Trade (Real Exports & Imports) - 2014-2020

## LIVING IN KWAZULU-NATAL

According to the World Trade Organisation's International Trade Centre (WTOITC), quality is a prerequisite for successful international market access and is necessary to increase revenue from export.

However, meeting the technical requirements in the international marketplace has proved challenging. ITC research indicates that some 70% of problems faced by exporters due to non-tariff measures are in the area of technical barriers to trade and sanitary and phytosanitary measures. Exporters in developing countries experience four main challenges to overcoming technical barriers to trade and in accessing new markets:

-  Obtaining information about mandatory technical requirements and voluntary standards applicable in the importing country
-  Adapting products to meet these requirements
-  Demonstrating that products meet the relevant requirements
-  Obtaining the necessary support from the national quality infrastructure which, in many developing countries, is inadequate.

The International Organisation for Standardisation (ISO) is responsible for developing international standards for all industrial sectors, as well as a variety of cross-sector, horizontal themes. The full range of technical fields may be viewed from the listing of International Standards. Users may access bibliographic information on each standard and, in many cases, a brief abstract. The online ISO Standards listing integrates both the ISO catalogue of published

standards and the ISO technical programme of standards under development. KwaZulu-Natal represents a microcosm of the economic and social conditions of South Africa as a whole. In an idyllic climate that lends itself to an enviable, relaxed lifestyle, the business-friendly environment includes cutting-edge financial institutions, providing specialised and professional business services in all fields. Combined with its abundant natural resources and diverse cultures, KwaZulu-Natal offers a world-class business destination, where doing business is a pleasure.

## HOUSING AND ACCOMMODATION

Most homes in KwaZulu-Natal are sold or leased through licensed real estate agents. A list of estate agents per geographic area may be found on [www.propertywebsa.co.za](http://www.propertywebsa.co.za) or [www.myproperty.co.za](http://www.myproperty.co.za).

## EDUCATION

KwaZulu-Natal has two universities, including the country's largest university, the University of KwaZulu-Natal, which spans five campuses, one in Pietermaritzburg, and four in the Greater Durban area. There are several technical colleges, the flagship being the Durban University of Technology. There also exists a large number of smaller training institutions offering career training programmes. Elementary, primary and secondary schools may be found throughout every urban neighbourhood in KwaZulu-Natal, a number of which fall within South Africa's Best Schools category. For further information, see [www.kzneducation.gov.za](http://www.kzneducation.gov.za).

## HEALTH AND WELFARE

Public and private health-care is offered across South Africa. Many corporate employers offer a subscription or partially subsidised subscription to a medical insurance or medical aid fund. Primary health-care is available, free of charge, at all government hospitals. For further information, visit the KwaZulu-Natal Health Department website: [www.kznhealth.gov.za](http://www.kznhealth.gov.za).

## LEISURE

Residents of KwaZulu-Natal have ready access to mountains, beaches, historical battlefields, game reserves, country meanders, arts and crafts and interesting culture.

Sport enthusiasts are spoilt for choice in terms of facilities. The province is also home to award-winning golf courses, blue flag beaches and a host of musical and cultural festivals and events.

# 07 EXPORT COUNCILS AND INDUSTRY ASSOCIATION CONTACTS

	Contacts	Web Addresses
Automotive Industry Export Council (AIEC)	Tel: +27 12 807 0152 Fax: +27 12 807 0086 naamsa@iafrica.com	www.naamsa.co.za
South African Boat Builders Export Council (SABBEX)	info@sabbex.co.za	www.sabbex.co.za
Capital Equipment Export Council (SACEEC)	Tel: +27 11 849 7388 Fax: +27 11 849 7388 Cell: +27 82 337 2932	www.saceec.co.za
Cosmetic Export Council (CECOSA)	Tel: +27 86 730 0840 Cell: +27 83 278 6797 adele@cecosa.co.za	www.cecosa.co.za
Electrotechnical Export Council (SAEEC)	Tel: +27 11 315 0209 Fax: +27 86 661 1327 info@saeec.org.za	www.saeec.org.za
Flower Industry Council (ASSO Flowers)	Tel: +27 11 692 4237 Cell: +27 82 852 7258 Fax: +27 11 693 7051 Fax: +27 86 658 9310 jacduif@telkomsa.net info@safflower.co.za	www.safflower.co.za
Fresh Produce Exporters Forum/Fruit South Africa (FPEF)	Tel: +27 21 526 0474 Fax: +27 21 526 0479 info@fpef.co.za	www.fpef.co.za
International Steel Fabricators (ISF)	Tel: +27 11 726 6111 Cell: +27 82 339 3393 neels@isf.co.za director@isf.co.za	www.isf.co.za
Steel Tube Export Association SA (STEASA)	Tel: +27 11 823 2377 Fax: +27 11 823 2377 astpm@astpm.co.za	www.steasa.com

Wines of South Africa(WOSA)	Tel: +27 21 883 3860 Fax: +27 21 883 3861 info@wosa.co.za	www.wosa.co.za
SA Wire Business Council	Tel:+27 11 455 3227/8 Tel:+27 11 455 3228 Fax:+27 11 455 4277	www.sawa.co.za
Aerospace Maritime & Defence Industries Association (AMD)	Tel: +27 12 720 5580/2 Fax:+27 86 247 4788 Fax:+27 86 247 4585 info@amd.co.za magda@amd.org.za	www.amd.org.za
Aluminium Federation of South Africa (AFSA)	Tel: +27 11 455 5553 Fax: +27 11 455 5554 afsa@afsa.org.za	www.afsa.org.za
Federation of Civil Engineering Contractors (SAFCEC)	Tel: +27 11 409 0900 Fax: +27 86 662 0077 export@safcec.org	www.safcec.org.za
Consulting Engineers South Africa (CESA)	Tel: +27 11 463 2022 Fax: +27 11 463 7383 general@cesa.co.za	www.cesa.co.za
Iron & Steel Institute (SAISI')	Tel: +27 12 380 0900 Fax: +27 12 380 0915 saisi@saisi.co.za	www.saisi.co.za
Rail Road Association of South Africa (RRA)	Tel: +27 11 761 2415 Cell: +27 82 494 0516 Cell: +27 82 574 2505 Cell: +27 79 857 5374 Fax: +27 86 685 5042 Jit-rra@mweb.co.za Owl_lodge@absamail.co.za Admin-rra@mweb.co.za	www.rra.co.za
Stainless Steel Development Association (SASSDA)	Tel: +27 86 639 4280 Tel: +27 31 705 4506 Cell: +27 78 546 7971 info@sassda.co.za	www.sassda.co.za
Plastics Federation of South Africa	Tel: +27 11 314 4021 Fax: +27 86 515 7005 David.hughes@plafed.co.za Dianne.blumberg@plafed.co.za	
Business Process Enabling South Africa (BPeSA)	Tel: +27 11 783 3177 Cell: +27 84 722 2266 Fax: +27 11 783 5347 mfanu@bpesa.org.za	www.bpesa.org.za
Milk Producers Organisation (MPO)	Tel: +27 12 843 5600 Fax: +27 12 804 4809/11 info@mpo.co.za	www.mpo.co.za

## REFERENCE WEBSITES

[www.absa.co.za](http://www.absa.co.za)  
[www.ports.co.za/durban-harbour.php](http://www.ports.co.za/durban-harbour.php)  
[www.researchchannel.co.za](http://www.researchchannel.co.za)  
[www.statssa.gov.za](http://www.statssa.gov.za)  
[www.kznhealth.gov.za](http://www.kznhealth.gov.za)  
[www.tikzn.co.za](http://www.tikzn.co.za)  
[www.quantec.co.za](http://www.quantec.co.za)  
[www.transnet.co.za](http://www.transnet.co.za)  
[www.reservebank.co.za](http://www.reservebank.co.za)  
[www.dbnautocluster.org.za](http://www.dbnautocluster.org.za)  
[www.sars.co.za](http://www.sars.co.za)  
[www.kzneducation.gov.za](http://www.kzneducation.gov.za)  
[www.thedti.gov.za](http://www.thedti.gov.za)  
[www.kznfurniture.co.za](http://www.kznfurniture.co.za)  
[www.dubetradeport.co.za](http://www.dubetradeport.co.za)  
[www.rbct.co.za](http://www.rbct.co.za)  
[www.eskom.co.za](http://www.eskom.co.za)  
[www.gcis.gov.za](http://www.gcis.gov.za)  
[www.whoownswhom.co.za](http://www.whoownswhom.co.za)  
[www.naamsa.co.za](http://www.naamsa.co.za)

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