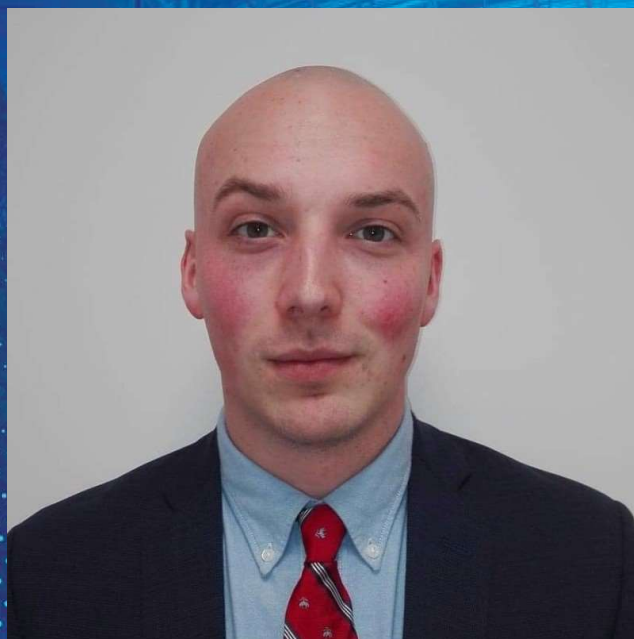




SelectUSA RoadShow to South Africa

Presented By: Michael Muth, Commercial Officer, Johannesburg

2024
June 23 - 26
SELECTUSA INVESTMENT SUMMIT



Brendan Cue

Lead Investment Consultant
Middle East & Africa





Goal

**Greenfield investment by
South African companies
in the United States**



Attainment:



Means

Promote participation in SelectUSA Summit 23-25 June, 2024

Support

SelectUSA RoadShow to South Africa 12-16 Feb, 2024

Today

SelectUSA RoadShow to South Africa webinar for U.S. EDO's & potential sponsors 28 Sept, 2023



2024 SelectUSA Investment Summit

June 23rd – 26th, 2024

Gaylord National Harbor Resort and Convention Center
National Harbor, Maryland

2024

June 23 - 26

SELECTUSA INVESTMENT SUMMIT

Summit Summary



2023

May 1-4

SELECTUSA INVESTMENT SUMMIT

BY THE NUMBERS

WITH
4,900+
PARTICIPANTS

and
55
U.S. STATES AND
TERRITORIES

THE LARGEST
Investment Summit
TO-DATE!

700+

Economic Development
Organization
Representatives

230+
SPEAKERS



6

U.S. Cabinet
Representatives



Including:
The President of
the United States



21

U.S. Ambassadors
and
Chiefs Of Mission

16

U.S. Governors

Arizona, Delaware, Indiana, Kansas, Louisiana,
Maine, Maryland, Massachusetts, Michigan,
North Carolina, Oklahoma

U.S. Territories:
American Samoa, Guam, Northern Mariana
Islands, Puerto Rico, and U.S. Virgin Islands

All Five
U.S. Territory
Governors in Person
for First Time!

See you
next year!

2024 SELECTUSA INVESTMENT SUMMIT
JUNE 23-26, 2024

AT THE GAYLORD NATIONAL RESORT AND CONVENTION CENTER, NATIONAL HARBOR, MD.

#10

Tenth fastest-growing
source of FDI in United
States in 2022

6,600 jobs

SA investments support
6,600 jobs in US (2021)

**\$512M
exports**

SA firms exported \$512M
from US in 2021

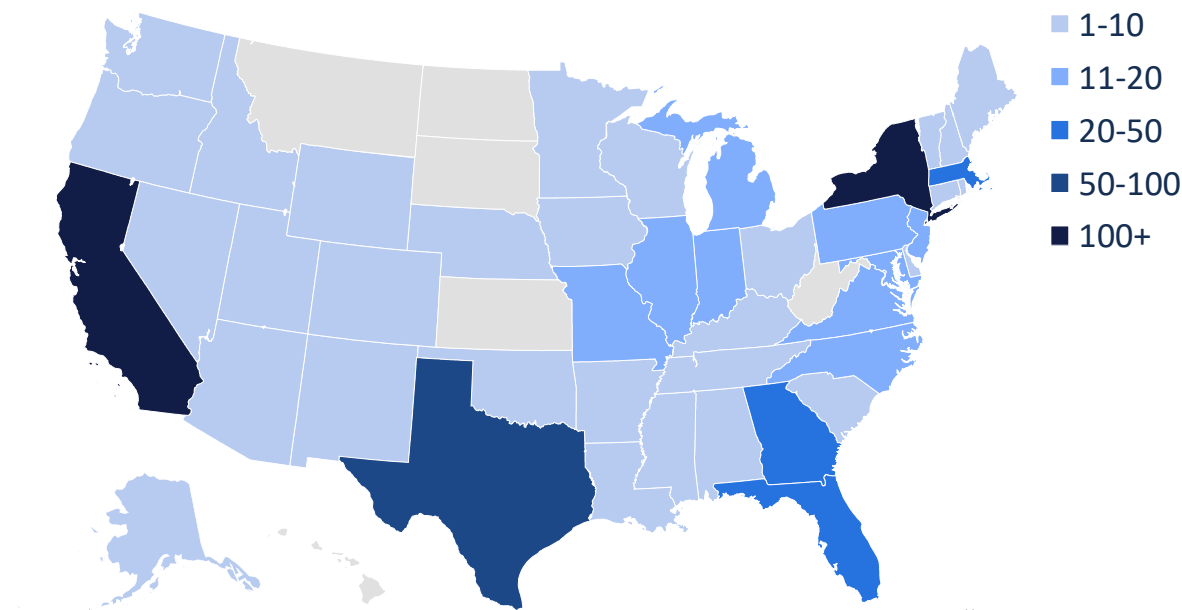
\$44M R&D

SA companies spent \$44M
on R&D in US (2021)





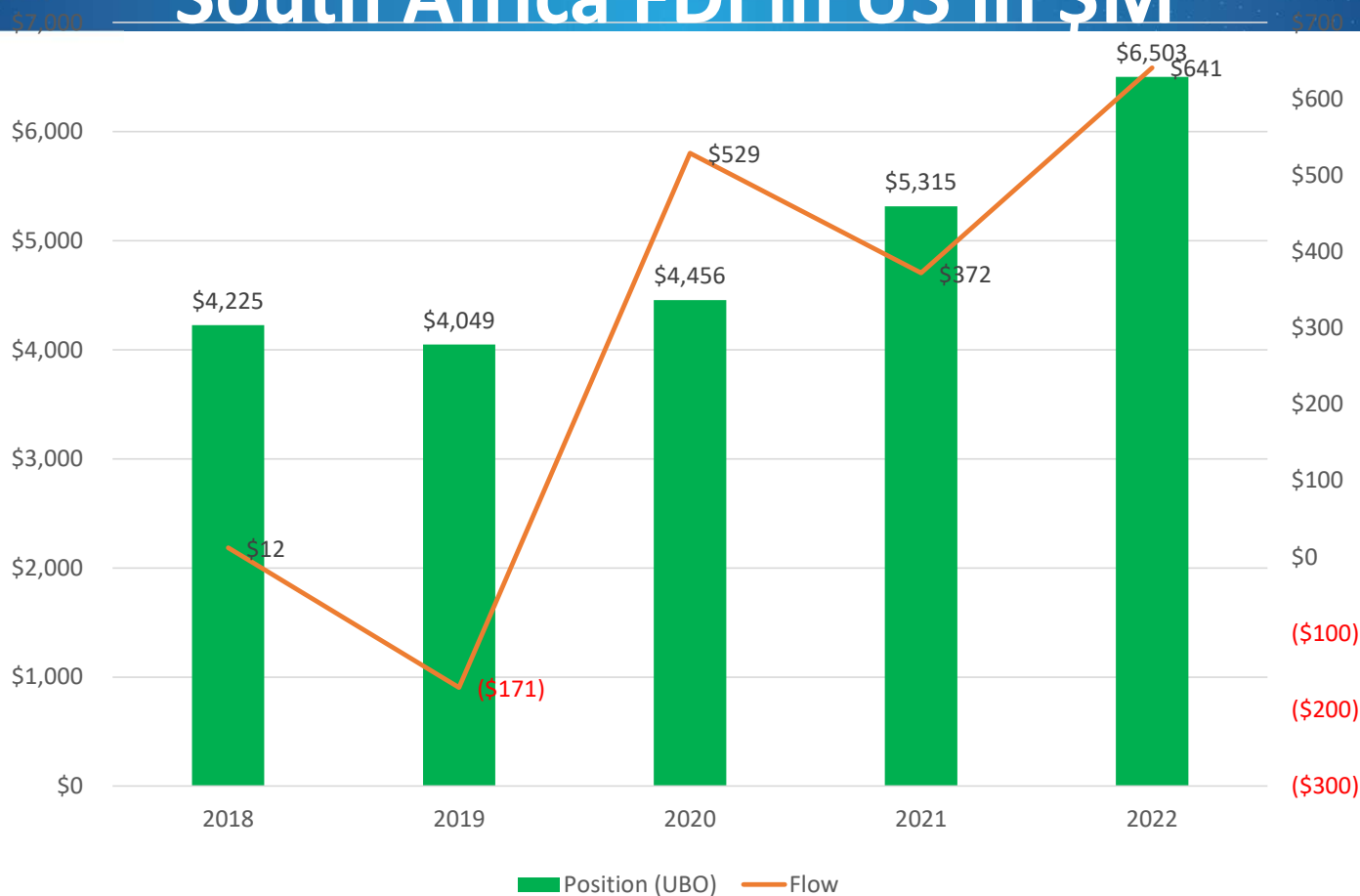
Number of Announced Greenfield Projects in the United States by Destination (Jan. 2013 – December 2023)



Powered by Bing
© GeoNames, Microsoft, TomTom

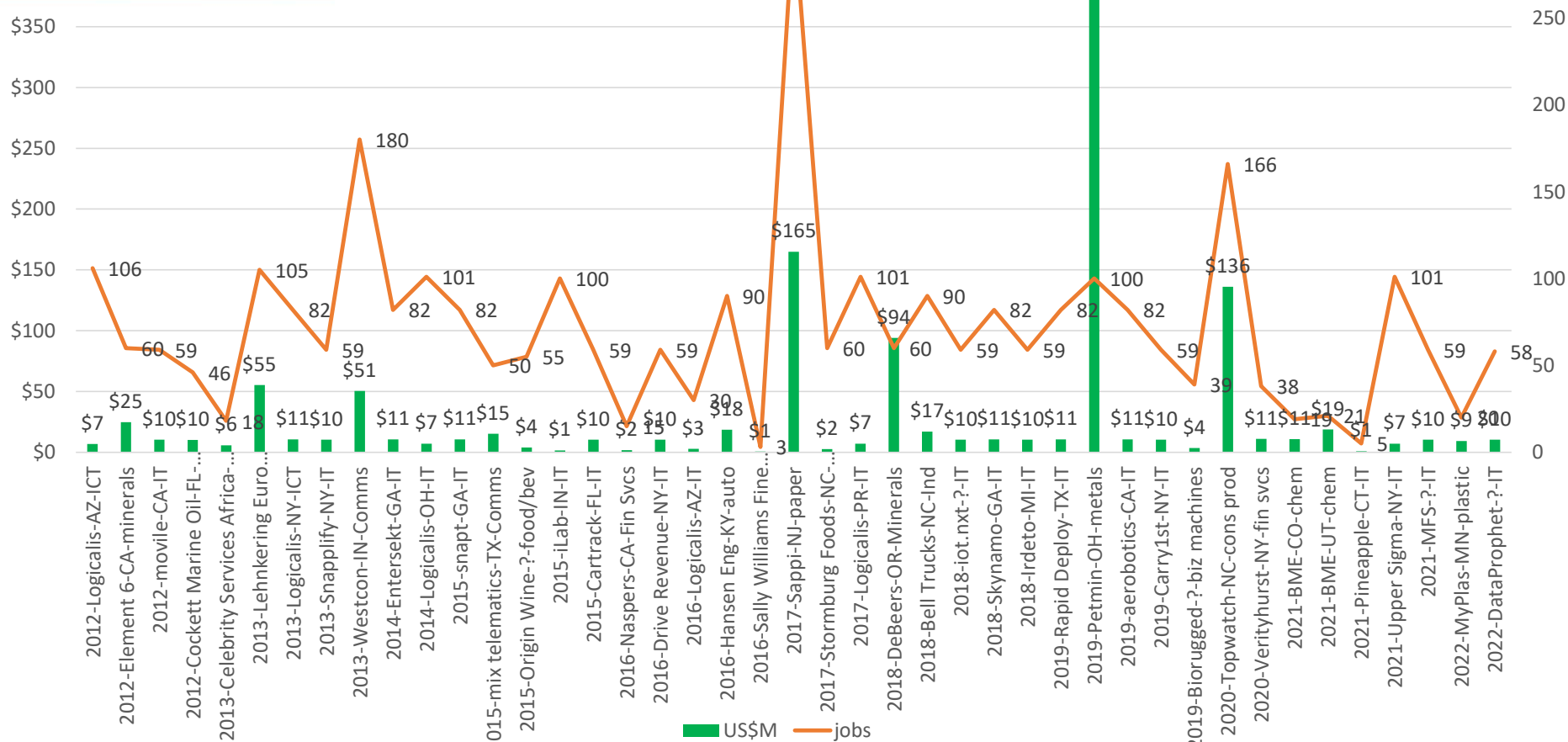


South Africa FDI in US in \$M



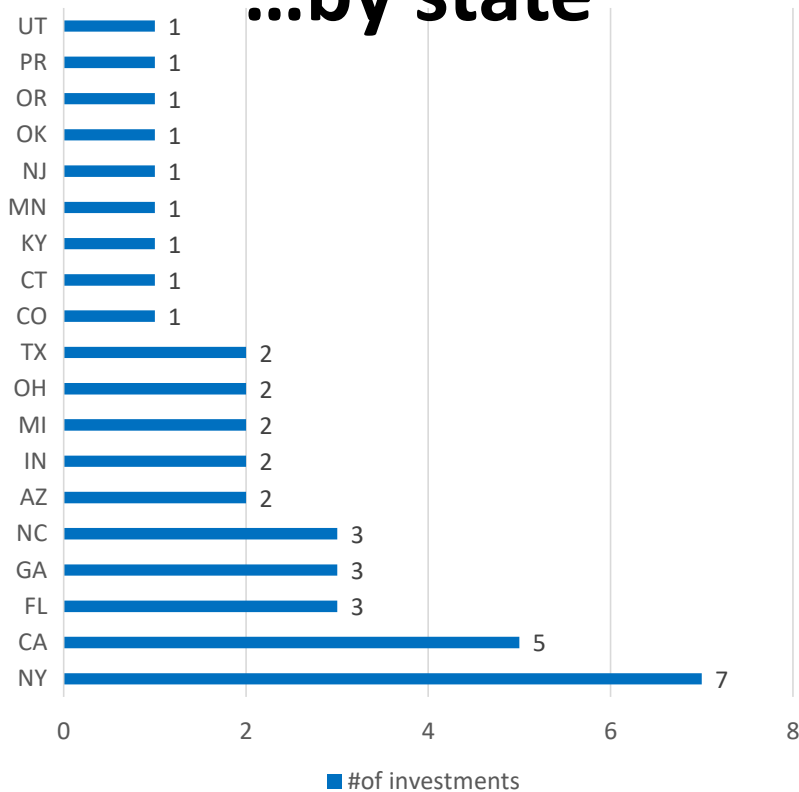
South Africa 10 years investments in US

2024
June 23 - 26
SELECTUSA INVESTMENT SUMMIT

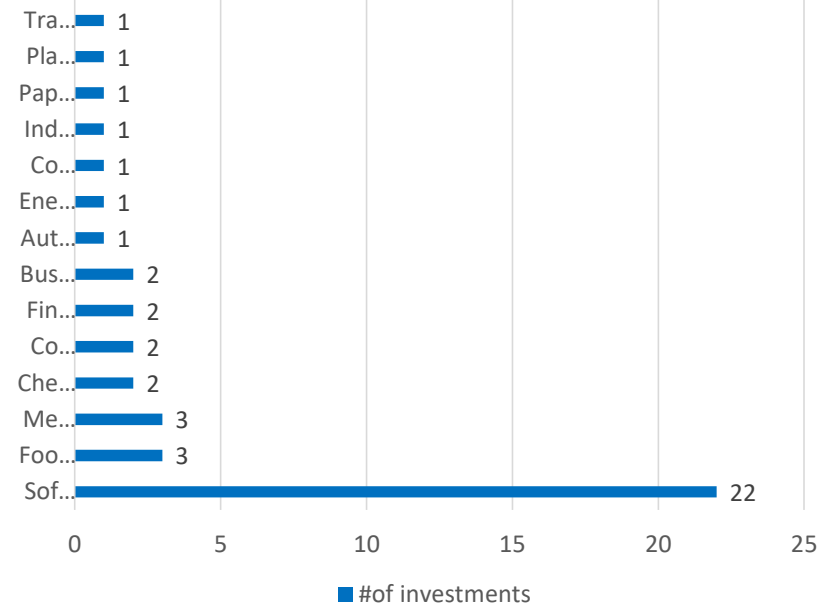


South Africa FDI...

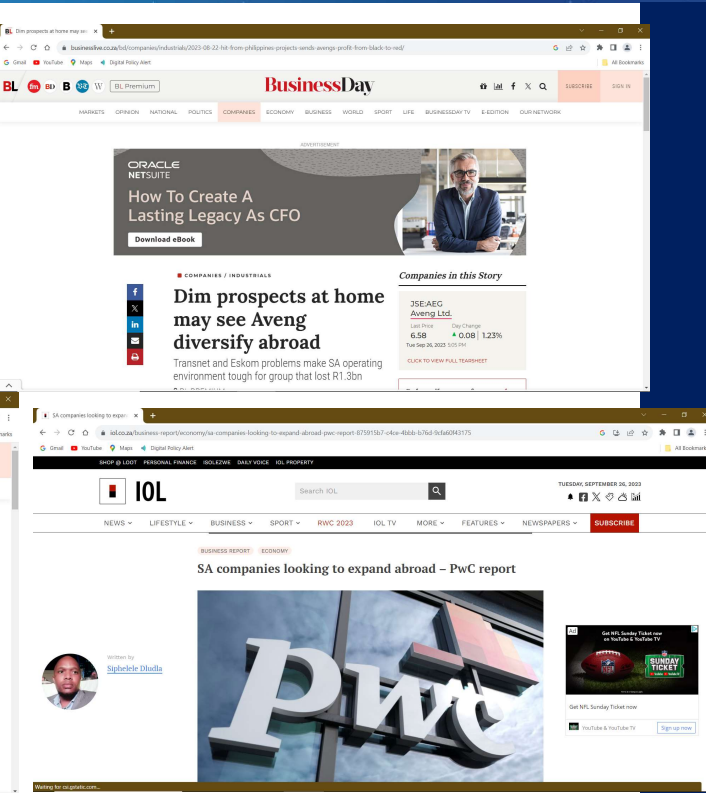
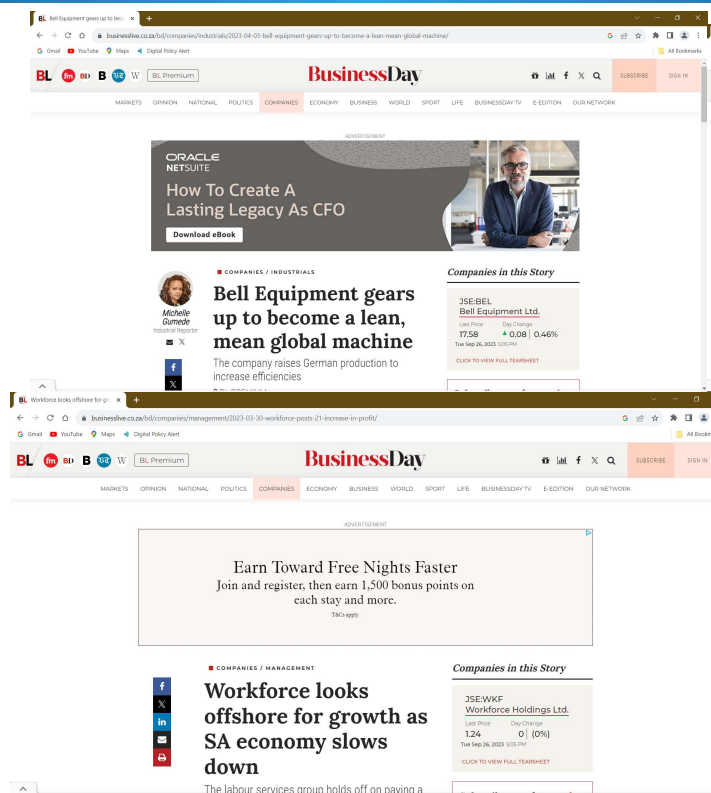
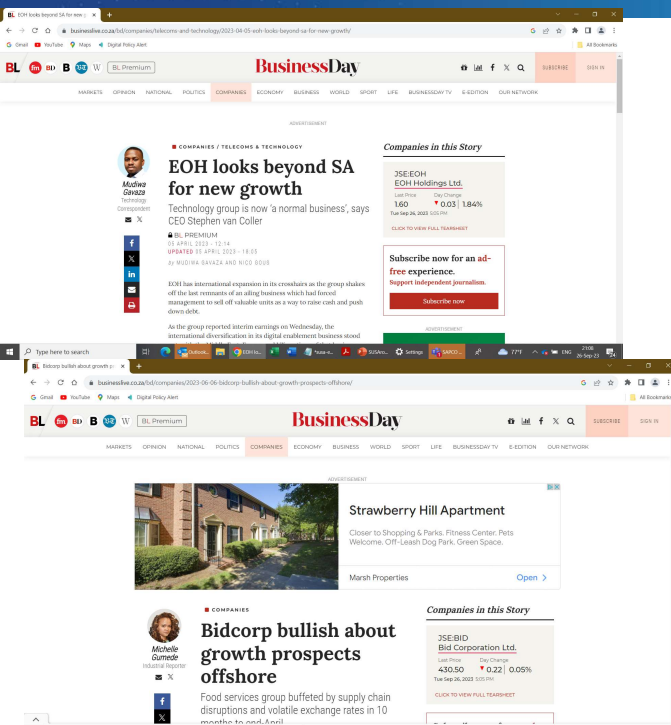
...by state



...by industry



Media reporting



TOP 6 INDUSTRY SECTORS Position By # of announced South African FDI/ projects in the USA :

1. Software & IT Services
2. Communications
3. Financial Services
4. Food & Beverages
5. Paper & Packaging
6. Auto Components



2024
June 23 - 26
SELECTUSA® INVESTMENT SUMMIT



Leyya Nihal

Manager Competitiveness & Trade

Cape Chamber
OF COMMERCE AND INDUSTRY





[South Africa](#) has triumphed over all competition and has been voted the best country in the world. The Telegraph Travel Awards 2023, a leading authority in the field of international tourism, presented this honor upon the country. The victory, however, did not stop there. [Cape Town](#), the crown jewel of South Africa, has also ultimately stepped into the spotlight by winning the highly coveted award of Best City in the World.

Wednesday, September 27, 2023
Today's eEdition

Miami Herald

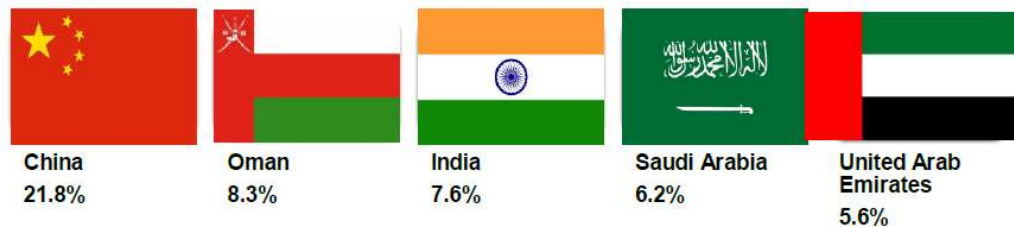
Part of the McClatchy Media Network





TOP IMPORTS

(% Share 2021)



TOP EXPORTS

(% Share 2021)



Western Cape FDI trends Traditional source markets dominate, 2013–2022

By number of projects

	Projects	Share (%)
United States	68	22.9
United Kingdom	66	22.22
Germany	18	6.06
Switzerland	15	5.05
China	13	4.38
France	13	4.38
Netherlands	12	4.04
Italy	8	2.69
India	7	2.36
Ireland	7	2.36

By Capex

	Capex (ZARbn)	Share (%)
United States	30.61	28.81
United Kingdom	13.02	12.25
Mauritius	9.73	9.15
Belgium	7.93	7.46
China	5.22	4.91
Italy	4.72	4.44
Spain	3.56	3.35
France	3.36	3.16
Ireland	3.32	3.12
Switzerland	2.59	2.44

Source: FDI Intelligence, 2023

KEY SECTORS



AGRIFOOD

citrus, fresh produce, wine, processed food & beverage, aquaculture, fishing, pulps, concentrates, seeds, fertilizer, tea, canned goods, nuts, cut flowers, essential oils

TECHNOLOGY AND INNOVATION

3D printing, software development, fintech, healthtech, edutech, space tech, satellite, aerospace, biomedical research and production

BUSINESS SERVICES

BPO, financial services, remote work

DESIGN AND CREATIVE INDUSTRIES

film, commercials, animation, arts, crafts, clothing & textiles

BLUE ECONOMY

Shipping, boat building, marine repairs, offshore oil and gas

GREEN ECONOMY

Green alternative energy, renewables

Future economies dominate FDI into the Western Cape 2013 - 2022

By number of projects

	Projects	Project Share (%)
Business services	62	20.88
Software & IT services	58	19.53
Communications	32	10.77
Financial services	26	8.75
Food & Beverages	14	4.71
Transportation & Warehousing	14	4.71
Electronic components	13	4.38
Industrial equipment	12	4.04
Textiles	10	3.37
Real estate	9	3.03

By Capex

	Capex (ZARbn)	Capex Share (%)
Communications	32.97	31.03
Business services	22.2	20.89
Software & IT services	11.58	10.9
Renewable energy	11.58	10.89
Food & Beverages	9.39	8.83
Financial services	3.86	3.63
Textiles	2.39	2.25
Consumer electronics	1.76	1.66
Transportation & Warehousing	1.58	1.49
Pharmaceuticals	1.5	1.41

Business services: (1) Advertising, PR & related and (2) Professional, scientific & technical services
 Communications: (1) Data processing, hosting & related services and (2) Wired telecommunication carriers
 ICT: (1) Software publishers, except video games and (2) Internet publishing and broadcasting & web search

Sources: FDI Intelligence, 2023

Strategic Location

The Western Cape **provides access** to the Sub-Saharan African market, which had

1.18 billion
people in 2021.



The province is an **ideal location** for setting up regional headquarters and shared service centres.



The **port of Cape Town** is **well-equipped** with quality facilities and infrastructure. The port is **ideally positioned** as a **hub linking** the Americas and Europe with Asia, the Far East and Australia, and also serves the West African **offshore oil** and **gas industry**.



Source: Transnet National Port Authority



The province has a **world-class airport**, the **Cape Town International Airport**, which is the **best airport** in Africa according to Skytrax World Airport Awards (2022).



The province has **excellent connectivity**. Several airlines operate through the Cape Town International Airport, **offering direct flights** to and from **multiply locations**.



wesgro
cape town & western cape
tourism, trade & investment



Thank you!

Leyya Nihal
Manager: Trade & Competitiveness
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www.capechamber.co.za



Dumile Khubone

Manager for International Business and Business Development



EST 1856

**DURBAN CHAMBER
OF COMMERCE AND
INDUSTRY NPC**



DURBAN CHAMBER OF COMMERCE AND INDUSTRY NPC

    www.durbanchamber.co.za



DURBAN CHAMBER HISTORY AND STRUCTURE

- Second oldest Chamber established in 1856.
- Biggest Chamber in Southern Africa, with more than 3500 official members
- 21 active business forums which are sector specific like manufacturing forum, agricultural forum, ICT Forum, SMME Forum, Women in Business Forum etc.

POLICY AND ADVOCACY

- We are the voice of businesses
- Our role is to lobby for our members through Policy and Advocacy and intervene in assisting our government in making a playing ground for businesses conducive to do business.

BUSINESS DEVELOPMENT

- Takes care of the interest of small business and run skills development programmes
- CIPC Registrations
- Business Clinics Workshops

DURBAN LANDSCAPE

- 3.7 Million people
- The Zulu people are the largest ethnic group and nation in South Africa, with an estimated 10 million people, living mainly in the province of KwaZulu-Natal.
- Durban Harbor is the gateway to the SADC region




AGRICULTURAL OVERVIEW



DURBAN PORT



ZULU TRIBE



CERTIFICATES OF ORIGIN

TRADE RELATIONSHIPS



CERTIFICATES OF ORIGIN

Normal COO

The Generalised System of Preferences (GSP)

Halaal Affidavit

Health Certificate

Free Sale Certificate

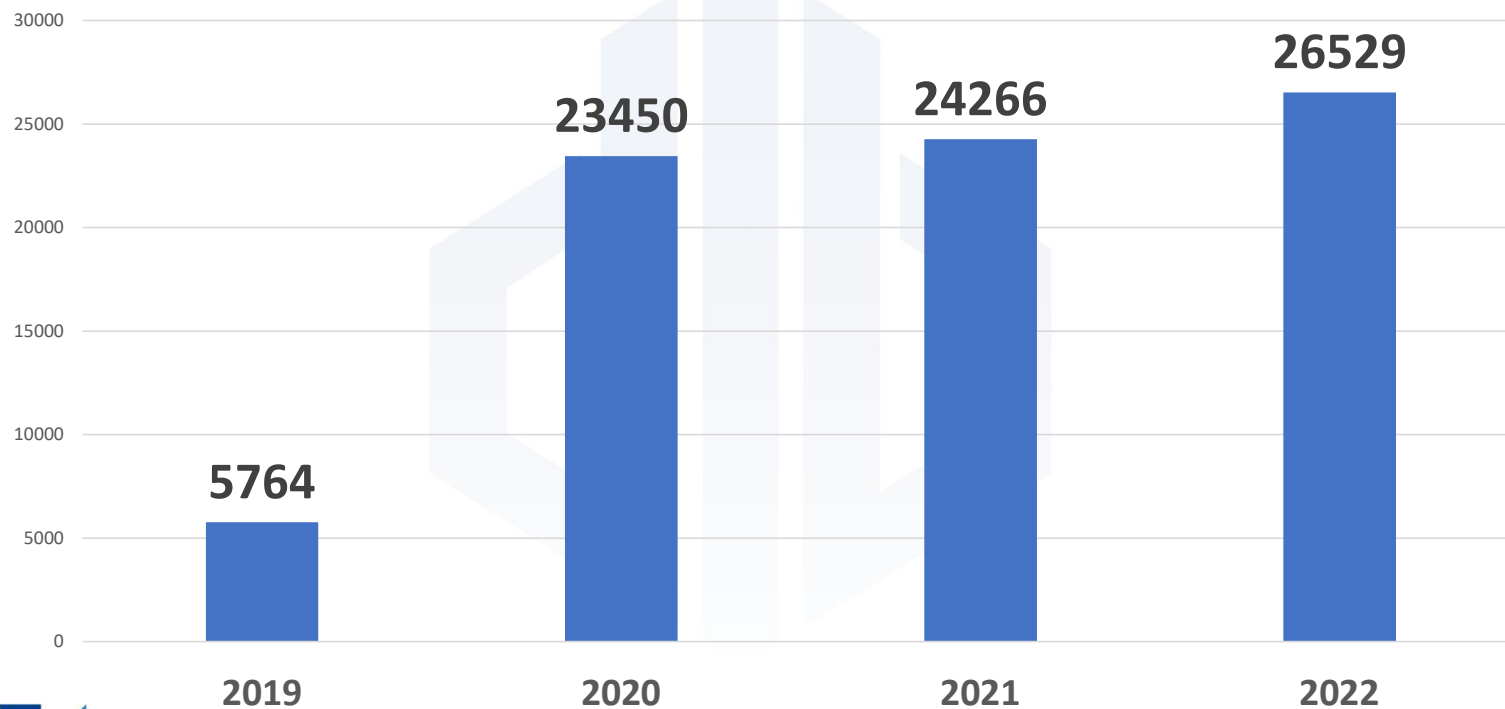
Phytosanitary Certificate



EXPORT CERTIFICATES TREND



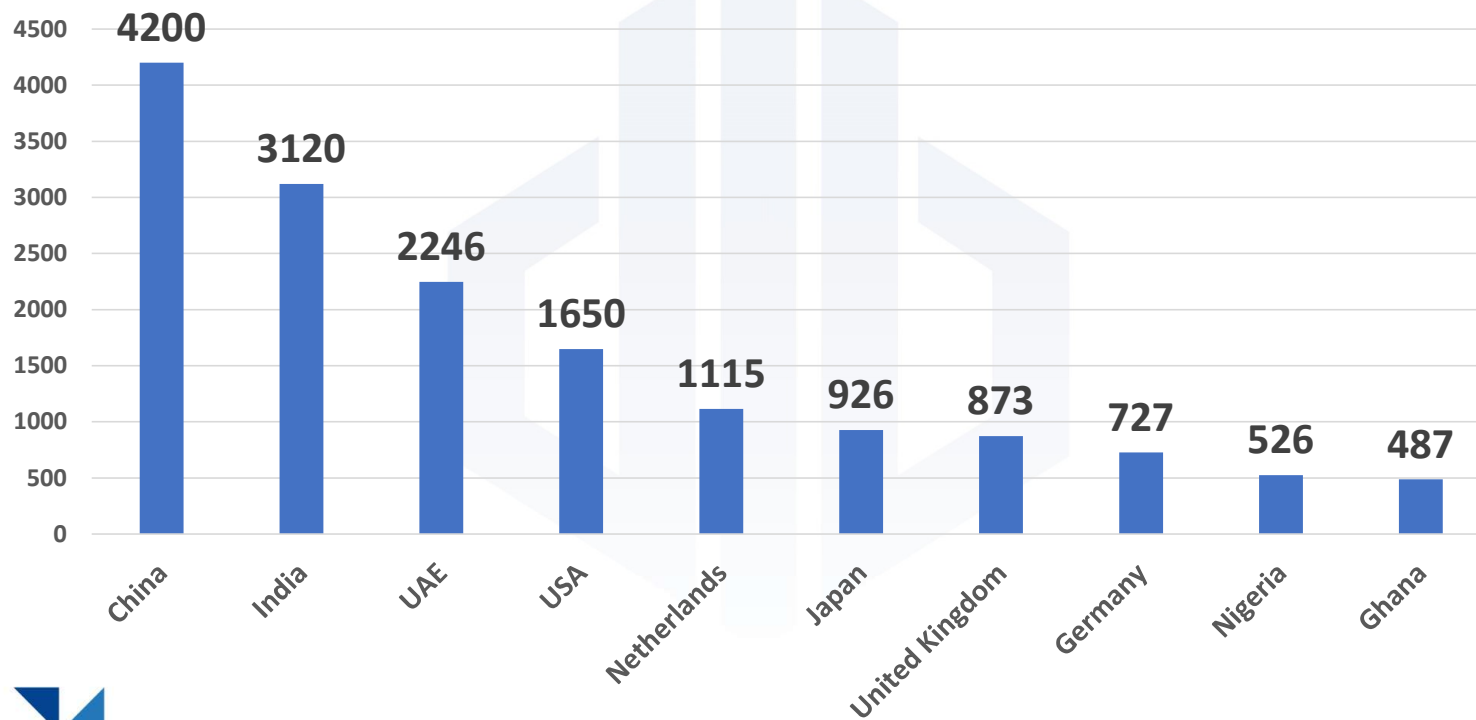
CERTIFICATES OF ORIGIN TREND



TOP 10 TRADERS WITH SA



WORLD TRADE DESTINATIONS



EXPORTED GOODS IN YEAR 2022



Mineral Products

Fruits & Vegetable Products

Iron, Steel & Metal

Chemical Products

Wood, Wooden Products, Pulp & Paper Products

Prepared Foodstuffs Beverages & Tobacco

Plastic & Rubber Articles

Textiles & Textile Products

#durbanmu rise

MOUs WITH DIFFERENT COUNTRIES



THAILAND
MAURITIUS
UNITED ARAB EMIRATES
LESOTHO
CHINA
SRI LANKA



INTERNATIONAL BUSINESS ASSISTANCE

- Export and Import License
 - Export and Import Workshops
 - Trade Delegations (Inbound and Outbound)
 - Letter of Introduction
-
- Invitation Letter for VISA

Thank You



**DURBAN CHAMBER
OF COMMERCE AND
INDUSTRY NPC**

Dumile Khubone

Manager: Business Development

Tel: 031 335 1019 |

khuboned@durbranchamber.co.za

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101 Isaiah Ntshangase Road,
Stamford Hill,
Durban 4001



Bernadette Zeiler

Chief Executive Officer



Johannesburg Chamber
of Commerce and Industry



JOHANNESBURG CHAMBER OF COMMERCE AND INDUSTRY (JCCI)

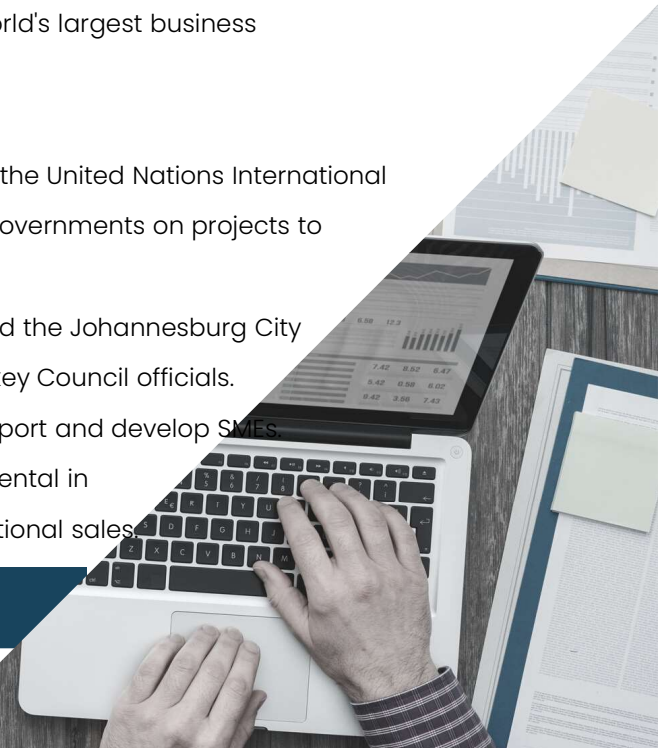
PRESENTER: BERNADETTE ZEILER (CEO)



ABOUT US

- An Independent, non-political, subscription-based association dedicated to promoting an environment conducive to business.
- JCCI has direct links with the International Chamber of Commerce in Paris, the world's largest business organisation, with representation in more than 100 countries
- In 1976 the Chamber built its own building, JCC House, on Empire Road
- In the 1990s JCCI partnered with several international and local entities, including the United Nations International Trade Center, the Belgian and German governments and the Gauteng and City governments on projects to promote and grow SMEs.
- In 2001 the Johannesburg Business Forum was jointly initiated by the Chamber and the Johannesburg City Council to enable the City's business associations to engage constructively with key Council officials.
- From 2000 to date the Chamber has expanded the scope of its endeavors to support and develop SMEs. The JCCI Global Export Accelerator and JCCI Women Business have been instrumental in many small businesses expanding their domestic markets and launching international sales.

Since 1890



COMPANY SERVICE



Business Events / Trainings



Promoting local and international trade



Voice for business



Certificates of origin and certification of other export documents



SMME support and growth



Grow South African businesses

AVAILABLE OPPORTUNITIES



PROJECTS

Over 300 jobs have been created since 2015 through the SMME incubation programs

- GBA (Global Business Accelerator) with [GIZ](#)
- Creative Industries with [GIZ](#)
- Agri processing with [GIZ](#)
- Women In Business with [Trade Forward Southern Africa](#)
- Export development program with [City of Johannesburg](#)
- Global Export Accelerator Program (GEAP) with [GIZ](#)



150 SMME'S

The City of Johannesburg in collaboration with the Johannesburg Chamber of Commerce and Industry (JCCI) has established a Trade Council. We would like to Invite you to apply for the

EXPORTER DEVELOPMENT PROGRAMME

Programme will cover:

- ✓ EXPORT TRAINING
- ✓ BUSINESS MENTORSHIP
- ✓ MARKET RESEARCH
- ✓ ACCESS TO NEW MARKETS

FOR MORE INFO CONTACT BUSI MKHABELE



busi@jcci.co.za & cc
theoline@jcci.co.za

CLOSING DATE
04 SEP
2023





Johannesburg Chamber
of Commerce and Industry

THANK YOU



RoadShow: who?



Organizers



Partners





RoadShow: when? & where?



Durban
Monday
12 Feb, 2024

Johannesburg
Wednesday
14 Feb, 2024

Cape Town
Friday
16 Feb, 2024

Strategic Target Sectors

Durban
Logistics
Food & Beverages

Johannesburg
Financial Services
Paper & Packaging

Cape Town
Software & IT Services
Communications

Typical Day

Sample Agenda:

- 9:00 Introductory Remarks
- 9:10 EDO#1 presentation
- 9:30 Service Provider#1 presentation
- ...
- 12:30 Lunch
- 13:30 1-On-1 meetings
- ...
- 17:20 Concluding remarks
- 17:30 Networking Reception
- 19:30 Event concludes



Seeking Sponsors

Services required:

- Data/research services
- Financial services
- Human resources
- Immigration
- Intellectual property
- Legal
- Marketing
- Real estate
- Site selection
- Tax advisory



Offer

Funding

- EDO's: US\$1200/stop = \$3600 for 3 stops (airfare & lodging not included)
- Sponsors: \$3600 for all 3 stops (airfare & lodging not included)

Includes

- 2 participants
- 5-10 meetings in each city
- brief presentation to potential investors
- branding-logos on all program materials





Thank You!

Contact Information:

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Lonje Mwendera

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