

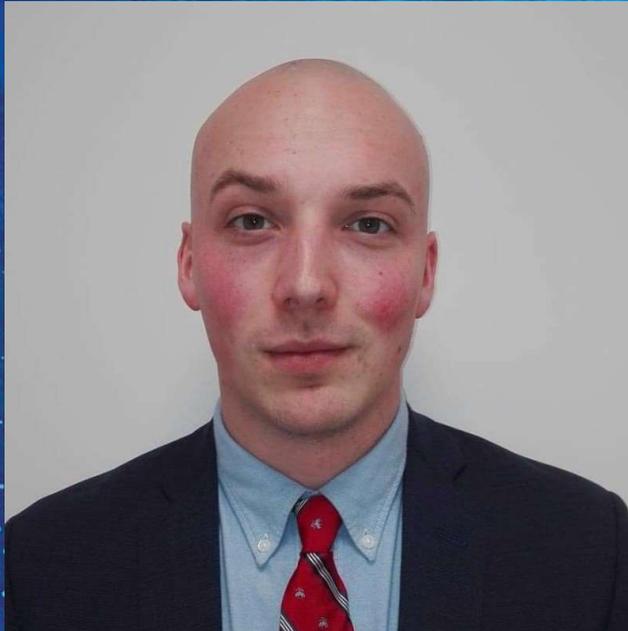
**2024**  
June 23 - 26  
SELECTUSA INVESTMENT SUMMIT



# 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



**2024**  
June 23 - 26  
SELECTUSA INVESTMENT SUMMIT

**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**  
June 23 - 26  
SELECTUSA INVESTMENT SUMMIT



# 2024 SelectUSA Investment Summit

June 23<sup>rd</sup> – 26<sup>th</sup>, 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!

**230+**  
SPEAKERS

**700+**  
Economic Development  
Organization  
Representatives



**6**  
U.S. Cabinet  
Representatives



**Including:**  
The President of  
the United States



**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

See you  
next year!

**21**  
U.S. Ambassadors  
and  
Chiefs Of Mission

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

**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**

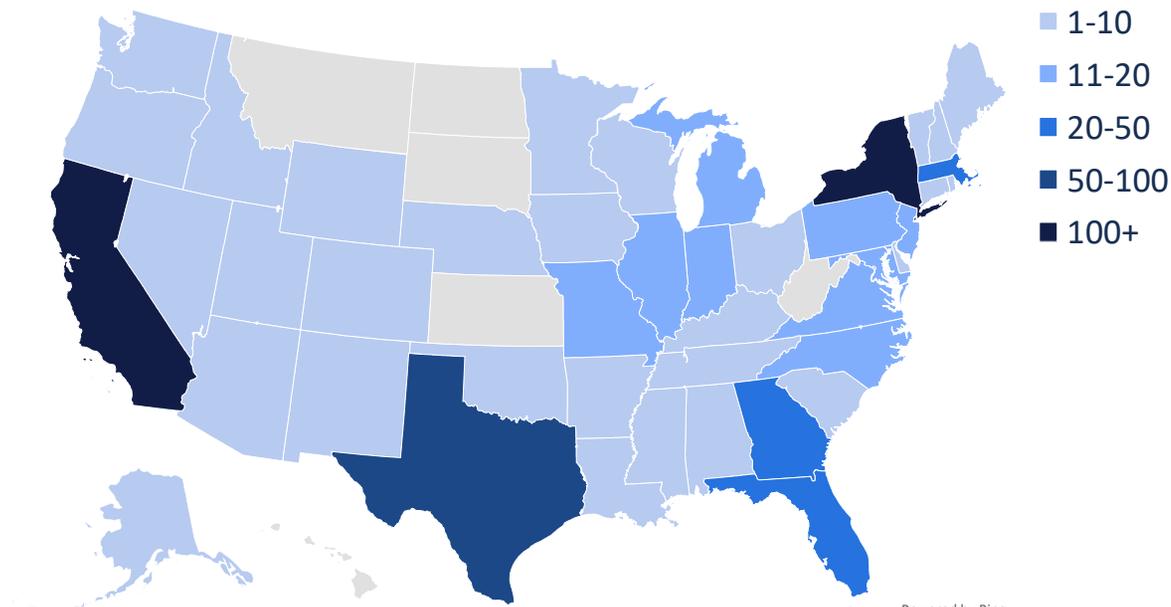
SA companies spent \$44M on R&D in US (2021)



# FDI Destinations

## Where are Middle Eastern and African companies expanding to?

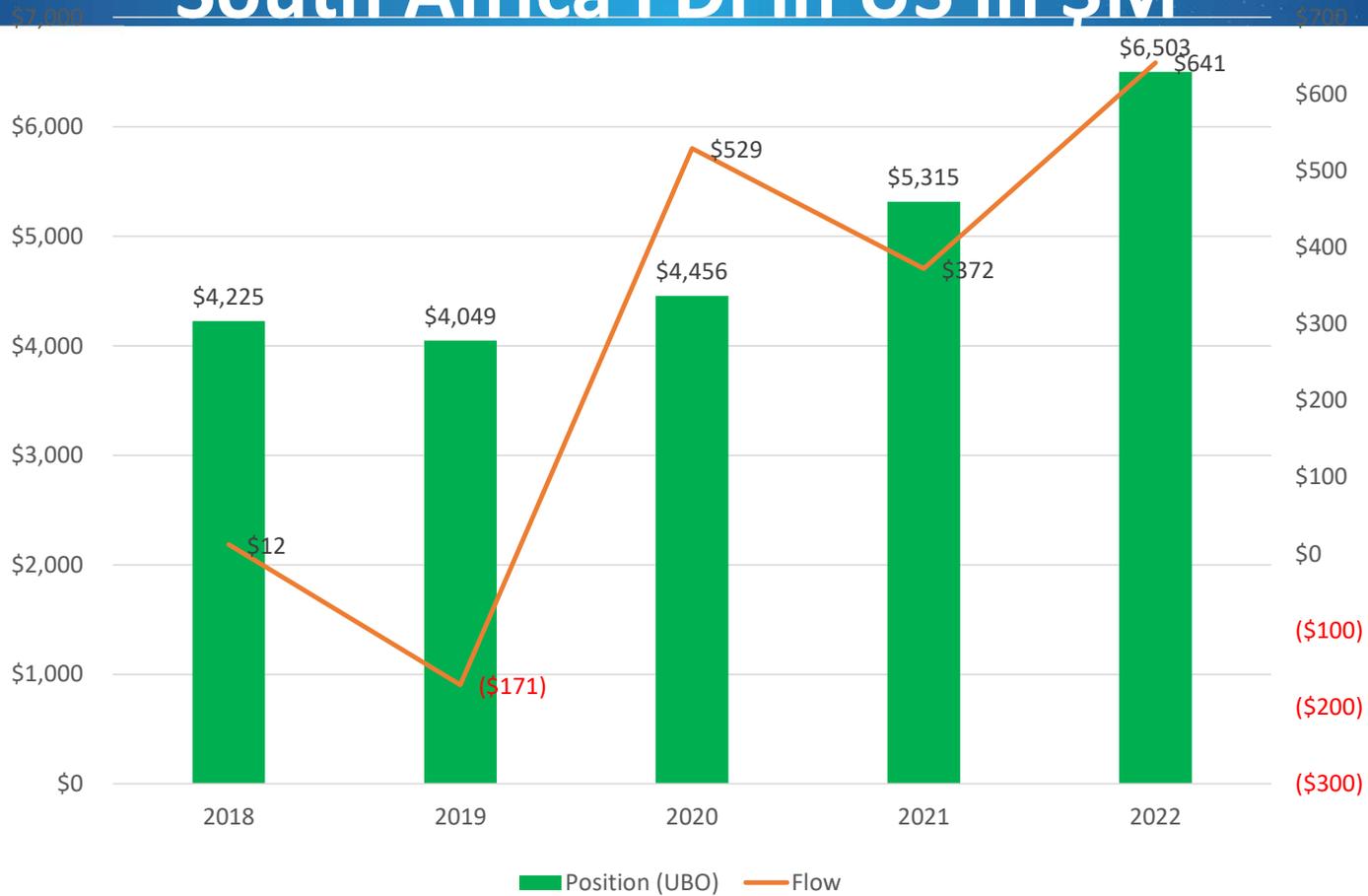
Number of Announced Greenfield Projects in the United States by Destination (Jan. 2013 – December 2023)



Powered by Bing  
© GeoNames, Microsoft, TomTom



# South Africa FDI in US in \$M

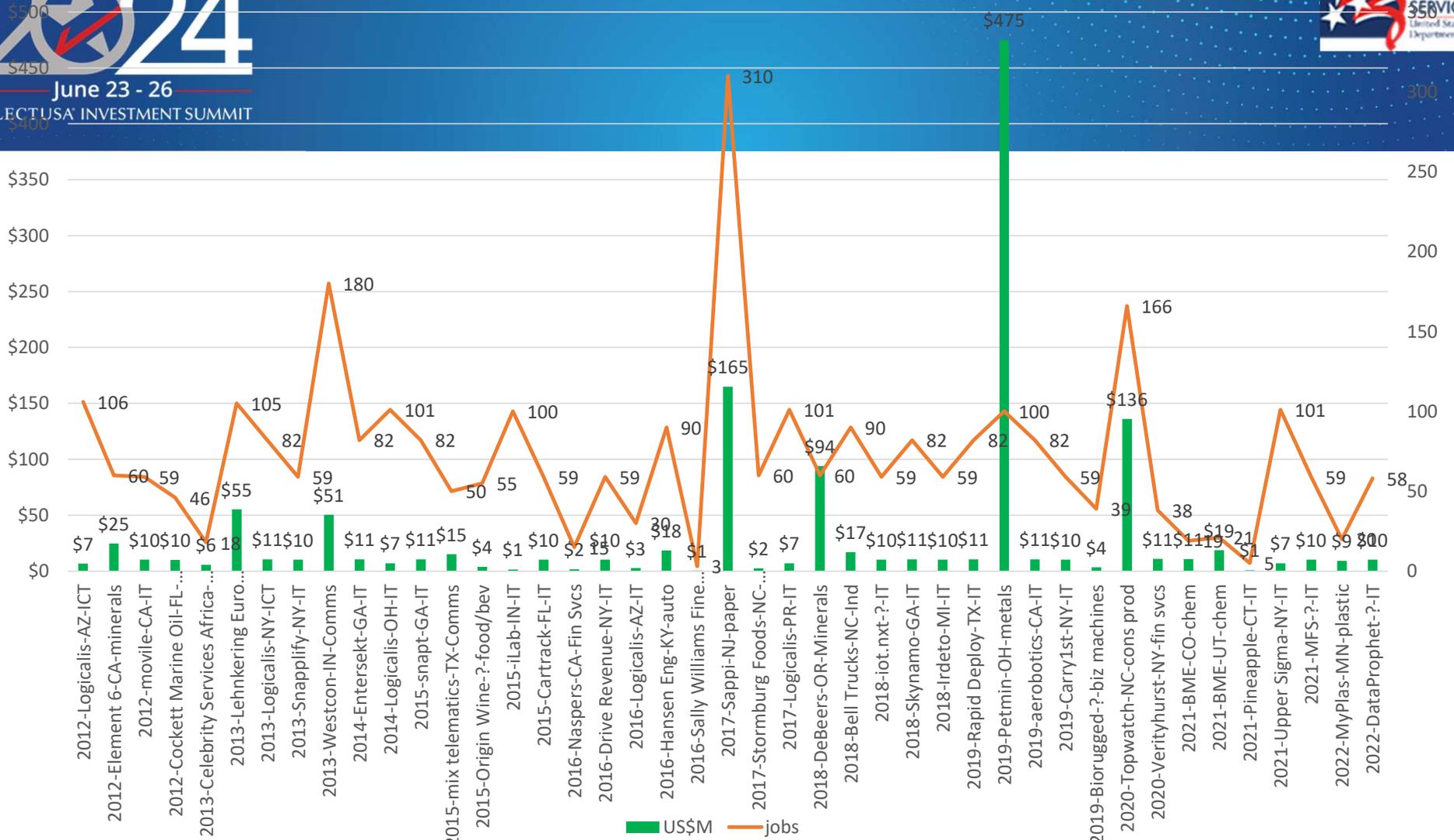


# South Africa 10 years investments in US



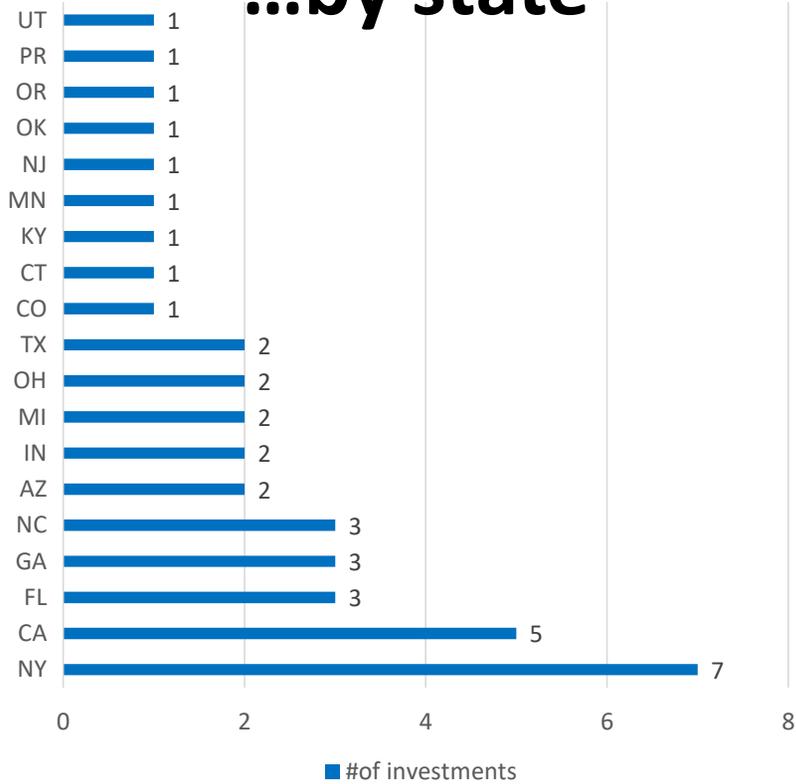
June 23 - 26

SELECT USA INVESTMENT SUMMIT

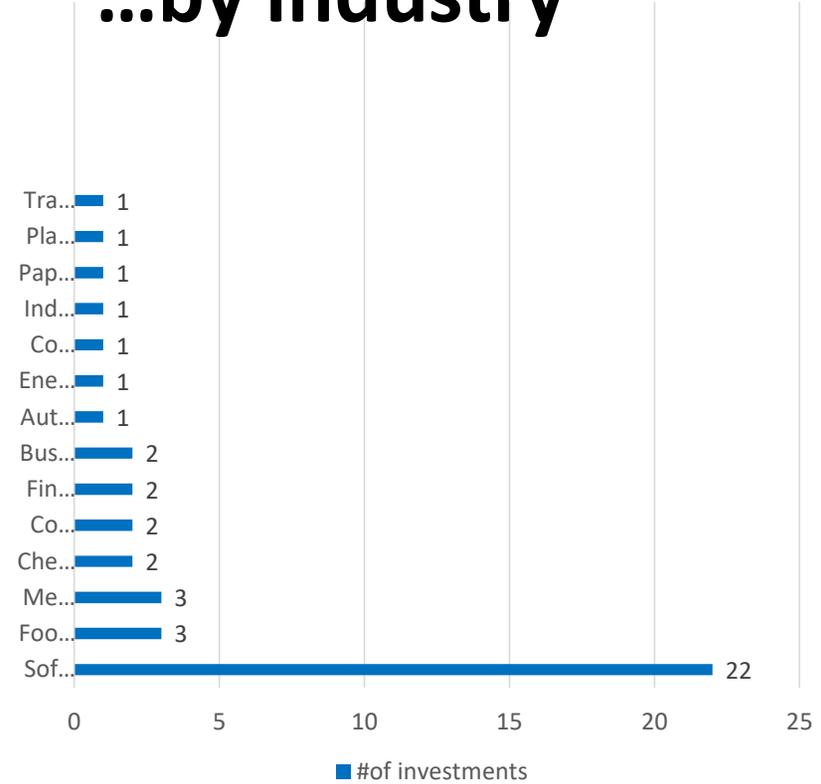


# South Africa FDI...

## ...by state



## ...by industry



# 2024

June 23 - 26

SELECTUSA INVESTMENT SUMMIT

# Media reporting



**EOH looks beyond SA for new growth**  
Technology group is now 'a normal business', says CEO Stephen van Coller

**Companies in this Story**  
JSE:EOH  
EOH Holdings Ltd.  
Last Price: 1.60 | Day Change: +0.03 | 1.84%  
Tue 16 Jul 2023 10:01 AM  
CLICK TO VIEW FULL TEAMSHOT

Subscribe now for an ad-free experience.  
Support Independent Journalism.  
Subscribe now

**Bidcorp bullish about growth prospects offshore**  
Food services group buffeted by supply chain disruptions and volatile exchange rates in 10 months to end of fiscal

**Companies in this Story**  
JSE:BIID  
Bid Corporation Ltd.  
Last Price: 430.50 | Day Change: +0.22 | 0.05%  
Tue 16 Jul 2023 10:01 AM  
CLICK TO VIEW FULL TEAMSHOT

**Bell Equipment gears up to become a lean, mean global machine**  
The company raises German production to increase efficiencies

**Companies in this Story**  
JSE:BEL  
Bell Equipment Ltd.  
Last Price: 17.58 | Day Change: +0.08 | 0.46%  
Tue 16 Jul 2023 10:01 AM  
CLICK TO VIEW FULL TEAMSHOT

**Workforce looks offshore for growth as SA economy slows down**  
The labour services group holds off on paving a

**Companies in this Story**  
JSE:WKF  
Workforce Holdings Ltd.  
Last Price: 1.24 | Day Change: 0 | (0%)  
Tue 16 Jul 2023 10:01 AM  
CLICK TO VIEW FULL TEAMSHOT

**Dim prospects at home may see Aveng diversify abroad**  
Transect and Eskom problems make SA operating environment tough for group that lost R1.3bn

**Companies in this Story**  
JSE:AEO  
Aveng Ltd.  
Last Price: 6.58 | Day Change: +0.08 | 1.23%  
Tue 16 Jul 2023 10:01 AM  
CLICK TO VIEW FULL TEAMSHOT

**SA companies looking to expand abroad - PwC report**

Written by Sighele Dhludhi

Get NFL Sunday Ticket now  
YouTube & YouTube TV Sign Up Now



**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

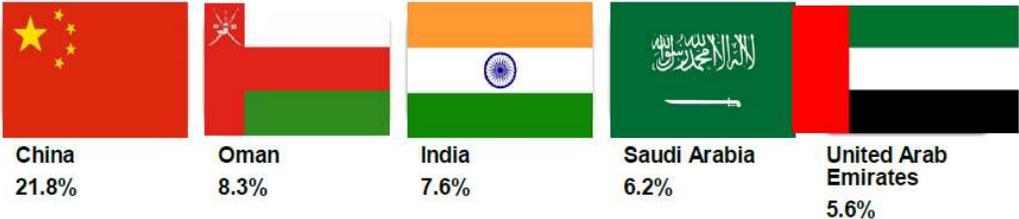
Part of the McClatchy Media Network





### 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

**Cape Chamber**  
OF COMMERCE AND INDUSTRY



*Thank you!*

Leyya Nihal  
Manager: Trade & Competitiveness  
[leyya@capechamber.co.za](mailto:leyya@capechamber.co.za)  
+27 84 254 7000  
[www.capechamber.co.za](http://www.capechamber.co.za)

**2024**  
June 23 - 26  
SELECTUSA INVESTMENT SUMMIT



# 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](http://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**

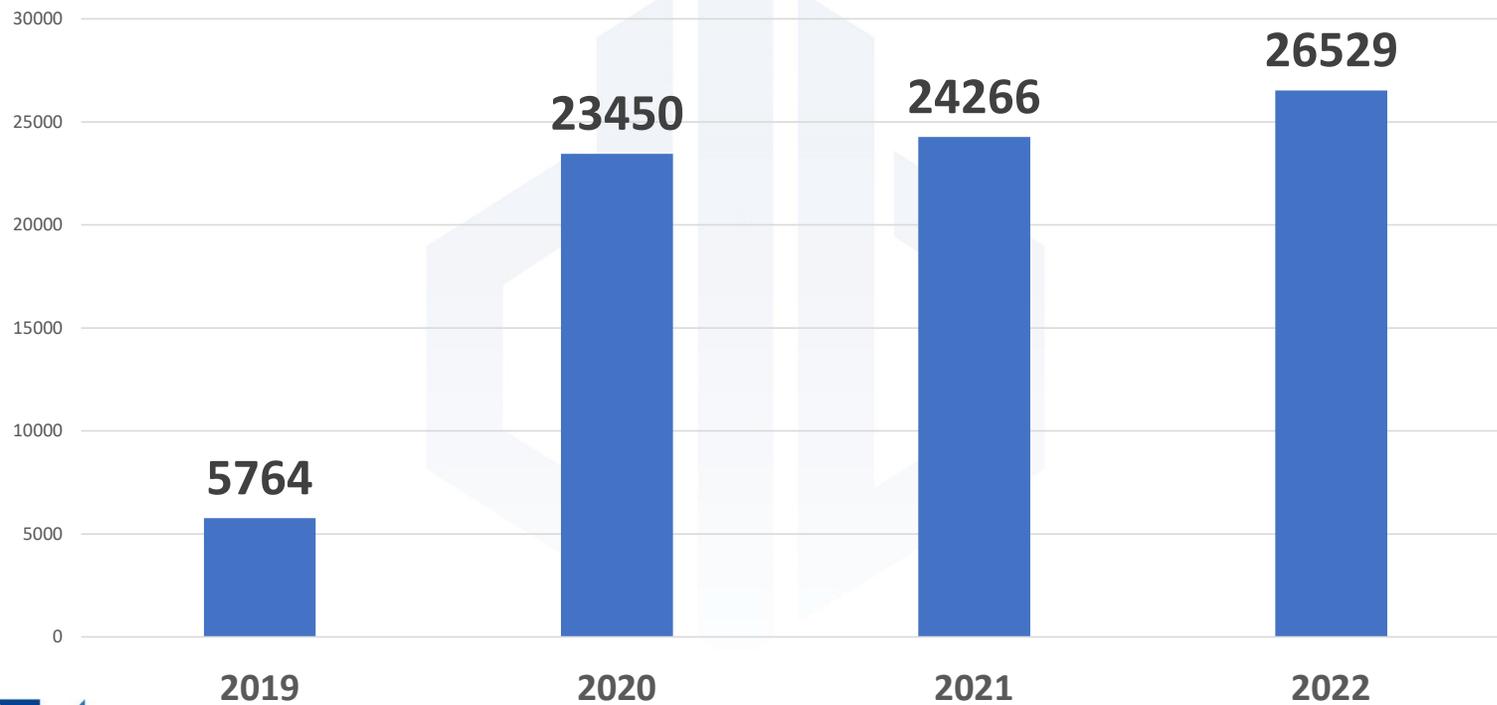


[#durbanmuatrise](https://twitter.com/durbanmuatrise)

# EXPORT CERTIFICATES TREND



## CERTIFICATES OF ORIGIN TREND

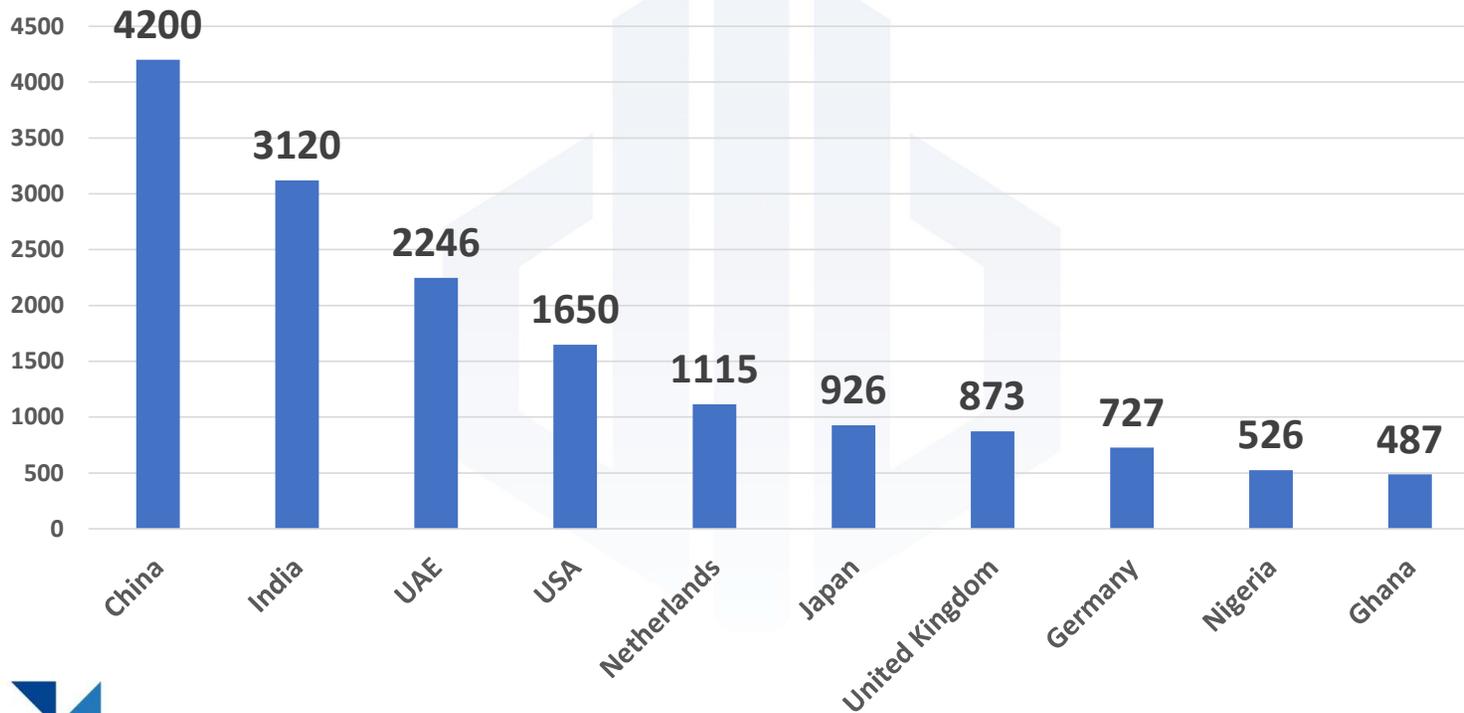


#durbanmustrise

# 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

#durbanmustrise

# 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@durbanchamber.co.za](mailto:khuboned@durbanchamber.co.za)

[www.durbanchamber.co.za](http://www.durbanchamber.co.za)

101 Isaiah Ntshangase Road,  
Stamford Hill,  
Durban 4001

**2024**  
June 23 - 26  
SELECTUSA INVESTMENT SUMMIT



# 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](mailto:busi@jcci.co.za) & cc  
[theoline@jcci.co.za](mailto: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**

## 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:**

Michael Muth

[michael.muth@trade.gov](mailto:michael.muth@trade.gov)

Lonje Mwendera

[Lonje.Mwendera@trade.gov](mailto:Lonje.Mwendera@trade.gov)