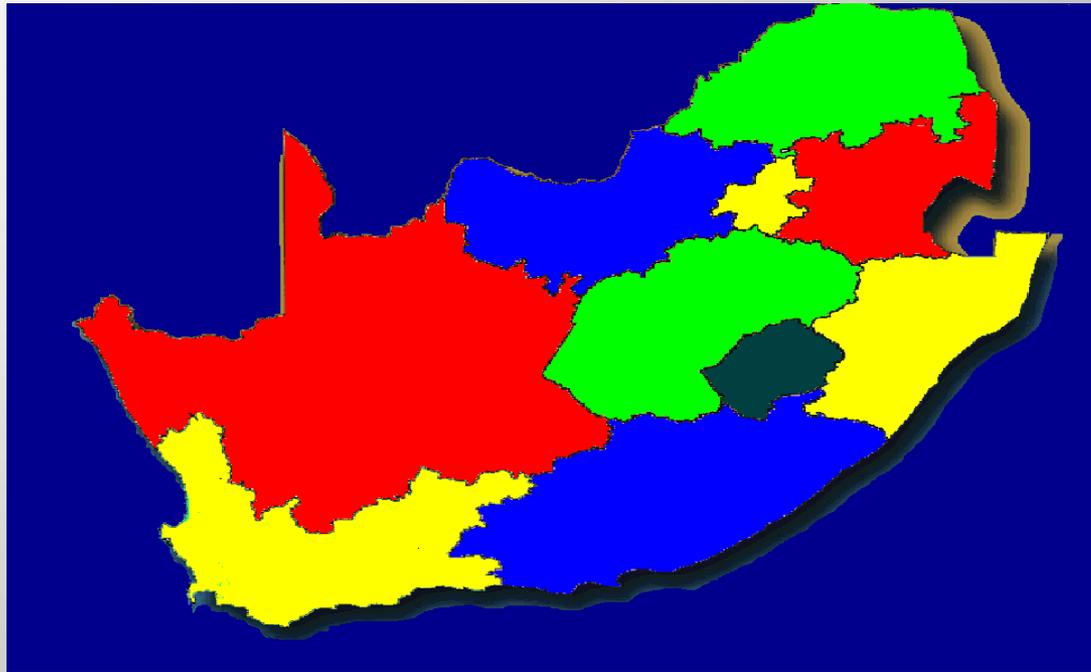


# DISCOVERING SOUTH AFRICA



<http://www.youtube.com/watch?v=sYb7gXEAA20&sns=em>



- **A Market of 58 million people**
- **With 45000 ex pats, a ready target group for Greek products**
- **Leading automotive industry**
- **Strong manufacturing sector and mining industry**
- **Eco Tourism,**
- **Wine Tourism,**
- **Medical care Tourism**

- **EU – South Africa FTA**
- **Greece and South Africa have a DTA**
- **Corporate tax 28%**
- **VAT 14%**
- **Strongest economy in Africa with strong investment presence in the rest of the African continent**
- **Brazil, Russia, India, China, South Africa (BRICS)**





**Made by SA industrial capabilities**

**Dubai  
Burj Al Arab**



# OPERATION PHAKISA

Operation Phakisa, relates to maritime development of the 'Blue Economy'.

There are four priority sectors for the Blue Economy:

1. marine transport and manufacturing activities (coastal shipping, trans-shipment, boat building);
2. offshore oil and gas exploration;
3. aquaculture and marine protection services;
4. ocean governance.



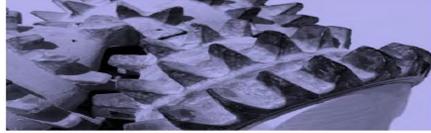
# Offshore Oil and Gas Exploration



the dti

Department:  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA

# Offshore Oil and Gas Exploration



**the dti**  
Department  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA

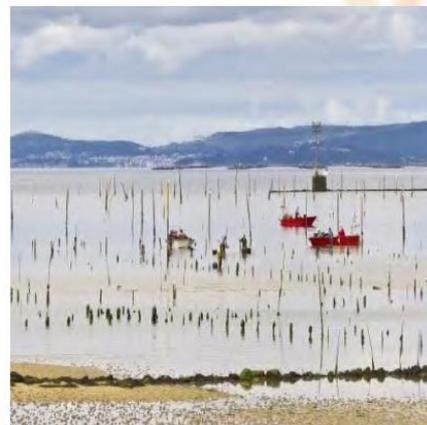
## **Eighth-Largest Shale Gas Reserves in the World**

Recent estimates put South Africa's recoverable offshore gas at 9 trillion cubic feet (Tcf), while there is another 9 Tcf of unconventional gas located in the arid Karoo desert and some 1.5 Tcf of CBM gas. South Africa is estimated to have the eighth largest shale gas resources in the world.

Most of South Africa's natural gas produced by PetroSA comes from the maturing offshore 65,000-boepd (barrels of oil equivalent per day) Moss Gas F-A and South Coast Complex fields. However, all is about to change, as off South Africa's west coast is the 540-billion cubic feet Ibhubesi gas field, which is now licensed for development".

Two main options are under consideration: increasing gas imports from neighbouring Mozambique's northern gas fields and LNG imports. The former would entail the construction of a \$6-billion, 1,615-mile long pipeline to link Johannesburg with the new fields. However, in the short-to-medium term South Africa could rely on imports of gas by LNG tanker to perhaps Saldanha port, either with a floating storage and regasification unit (FSRU) or a floating LNG (FLNG) import terminal.

# Aquaculture

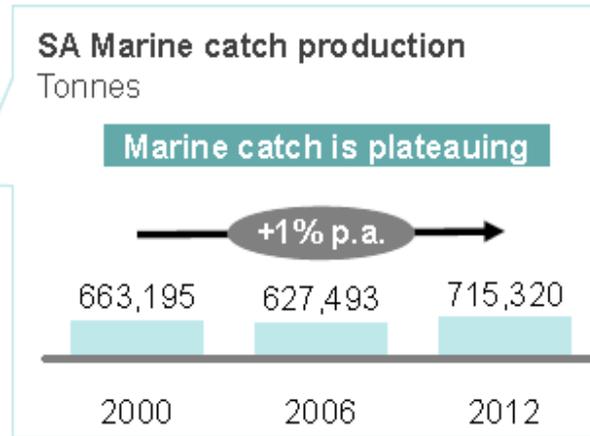
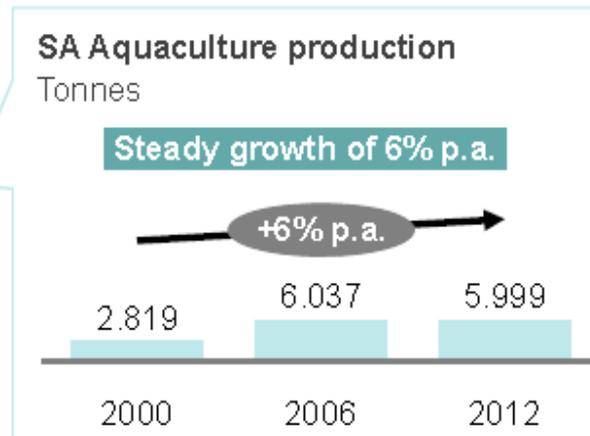
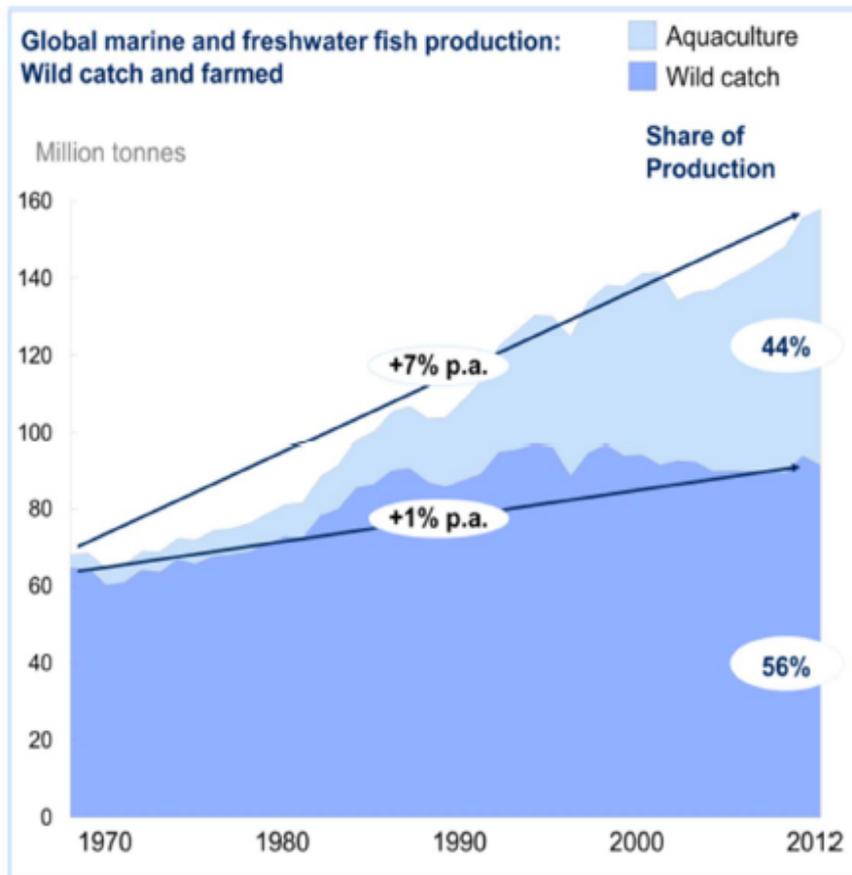


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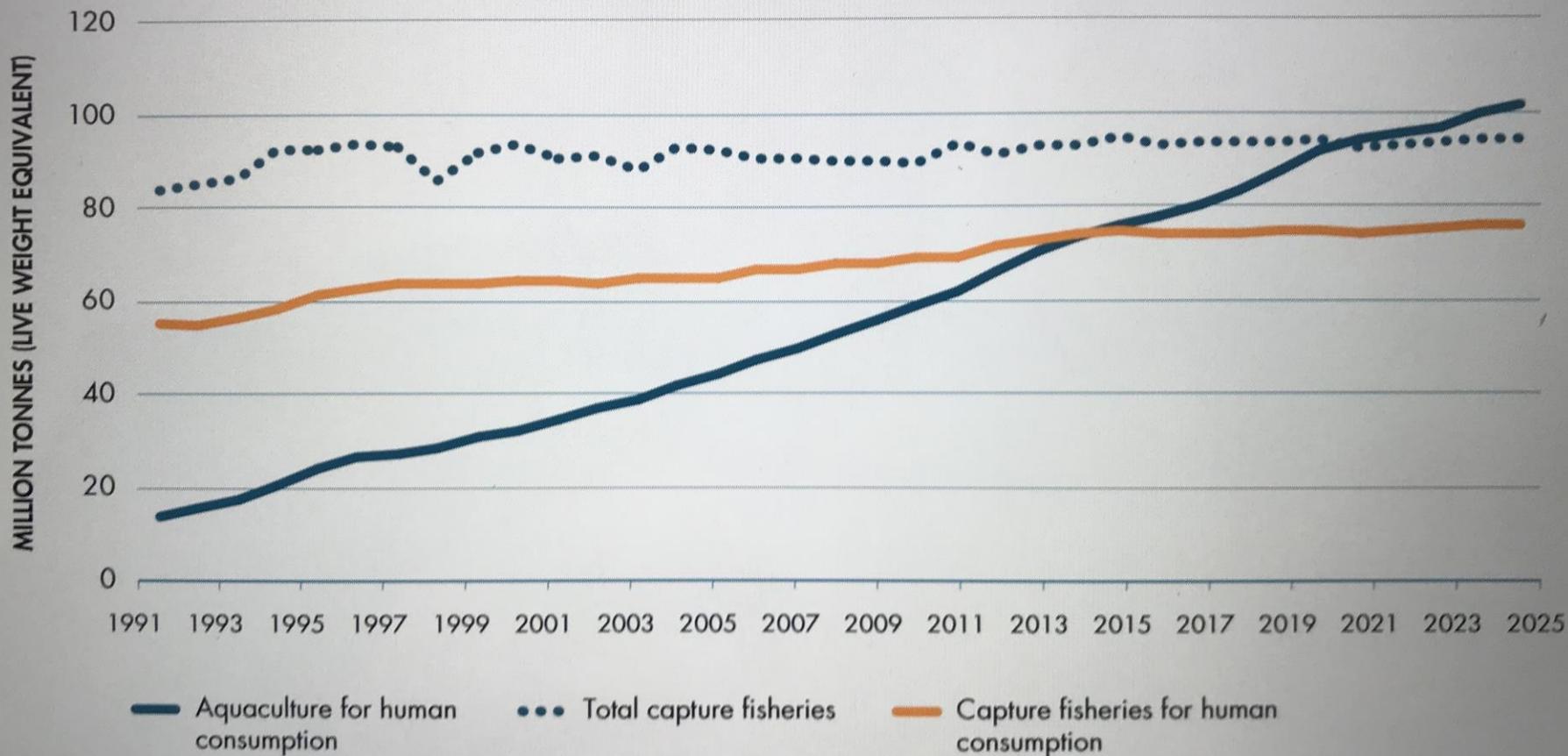
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# Globally fish stocks are declining and wild capture will not be able to meet the increasing demand for fish products

## Global trends point to an increasing role for Aquaculture in fish production



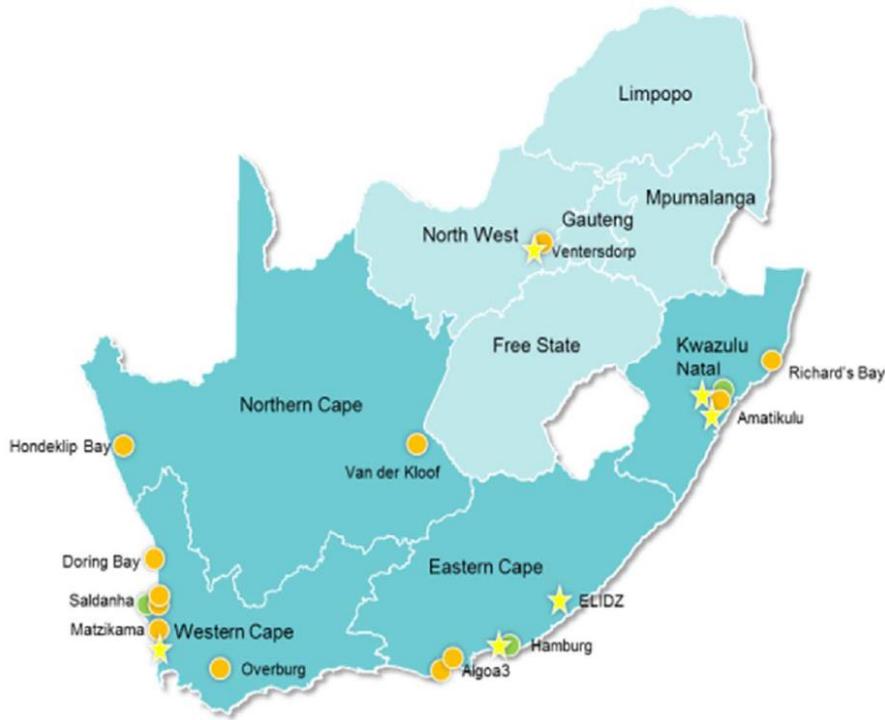
# GLOBAL CAPTURE FISHERIES AND AQUACULTURE PRODUCTION TO 2025



SOURCE: OECD and FAO.

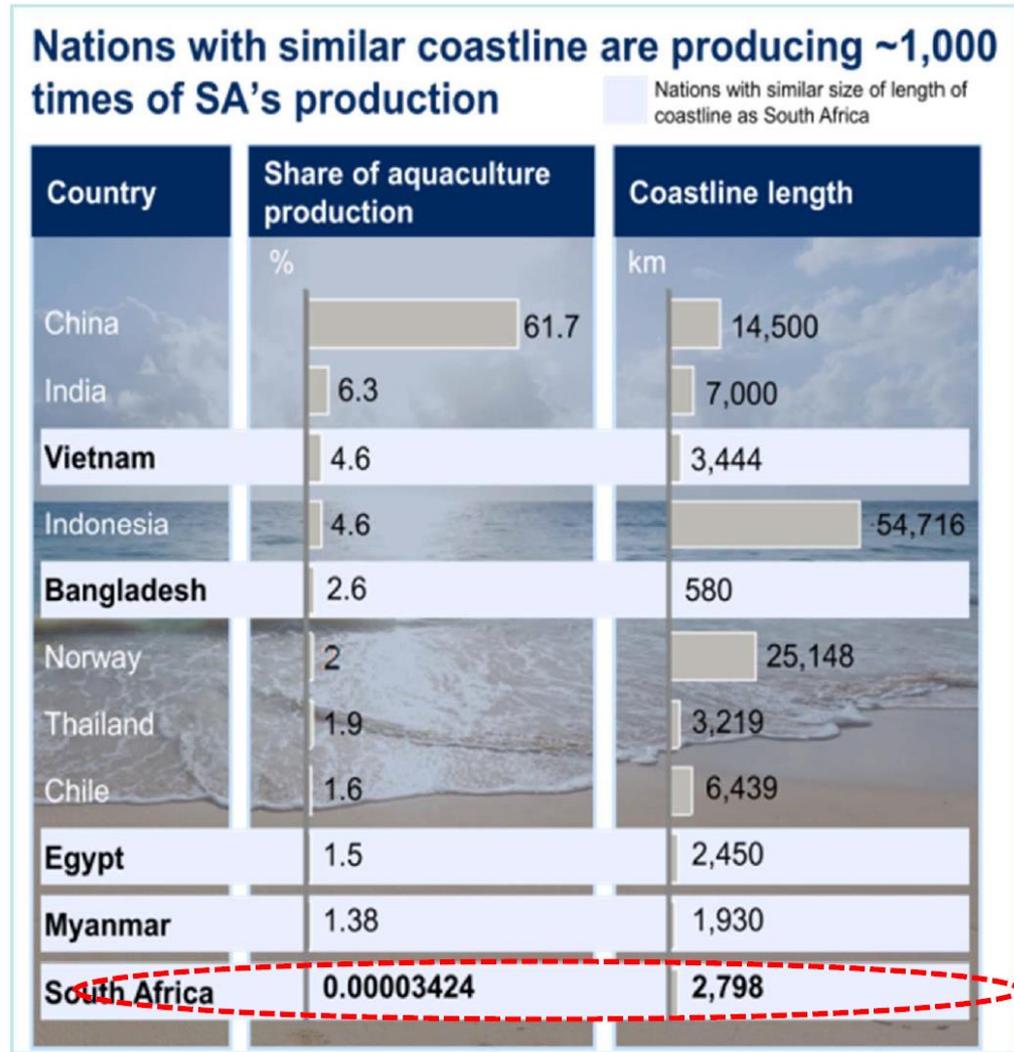
# Deep dive: 24 projects have been selected and sequenced for implementation across 3 phases

- ★ Phase 1
- Phase 2
- Phase 3
- Coastal provinces
- Inland Provinces



Project/enterprise		
★	Hatchery expansion- Paternoster- Oyster	
★	Expansion- East London IDZ- Kob	
★	Expansion- Hamburg cluster- Oyster	
★	Expansion-Ventersdorp- Catfish	
★	Expansion - Jacobsbaai Sea Products	
★	Expansion - Abagold	
★	Expansion - HIK Abalone	
★	New - Amatikulu - Kob	
●	Expansion - Amatikulu - Ornamentals	
●	Expansion - DST Abalone Hatchery	
●	New- Hamburg cluster- Kob	
●	New- Saldanha Viking Cages- Trout	
●	ADZ-Ventersdorp- Catfish	
●	Doring Bay Abalone	
●	New - Saldanha Viking Cages - Salmon	
●	Expansion- Saldanha Blue Ocean Mussels- Mussel	
●	Expansion- Saldanha Bay Oyster Company- Oyster	
●	New- Saldanha Southern Atlantic Sea Cages- Salmon	
●	New- Algoa Bay Sea Cage Farming- Yellowtail	
●	New- Richards Bay Sea Cage Farming- Dusky Kob	
●	New- Diamond Coast Abalone Ranching- Abalone	
●	New - Van der Kloof - Trout	
●	New - Matzikama Brenner Dietrichs - Abalone	
●	New - Buffeljachts - Abalone	

# South Africa has the coastline to support aquaculture



SOURCE: FishStatJ, DAFF, FAO 2014 State of World Fisheries ; CIA World Factbook

## South Africa – Electrical Power Systems



The first molten salt concentrated solar power tower is being built in South Africa after the Department of Energy (DOE) awarded preferred bidder status to the 100 MW project proposed by US' Solar Reserve and Saudi ACWA.

The project, filed under Renewable Energy Independent Power Producer Procurement Programme (REIPPPP), offered the lowest tariff bid to date from any CSP project in the country. The Redstone Solar Thermal Power Project features Solar Reserve's molten salt energy storage technology in a tower configuration with the capability to support South Africa's demand for energy when it's needed most - day and night.

# ELECTRICAL POWER PROJECTS

Given the challenges associated with the current procurement approach for this programme, the Department of Energy issues Requests for Proposals (RFP). RFPs govern and outline the process going forward for the Small Projects IPP Procurement Programme.





**AFRICA  
ENERGY  
INDABA**  
SOLUTIONS FOR AFRICA  
CONFERENCE AND EXHIBITION

# **SOLUTIONS FOR AFRICA CONFERENCE AND EXHIBITION**

**19 - 20 February 2019** | SANDTON CONVENTION CENTER |  
JOHANNESBURG | SOUTH AFRICA

The Africa Energy Indaba is the World Energy Council (WEC) African regional event and as such the event receives global recognition as the foremost event for energy professionals operating in Africa, wanting access to the growing African energy sector.

The African energy sector requires USD 40 billion worth of investment annually with a production capacity requirement of 7,000 megawatts per year to meet the demand required to ensure energy access to all Africans. This presents a major opportunity for companies to explore business opportunities in the African energy sector.

# Ship and boat building

*Next-generation ship and boat building,  
from composite keel to fly-by-wire control*

South African companies build state-of-the-art boats and ships of up to 140m, for commercial and military customers.

Local designs can be fully class-approved; whether custom, semi Custom or off-the-shelf. Some of the best design teams from Europe and Australia license their designs to approved South African manufacturers. This allows the vessels to be produced with lower labour costs than in their home markets, yet with the highest quality standards. A rich supply chain allows over 60% of a vessel's value to be sourced in South Africa, even for the most high-tech applications.



# SA Automotive Industry: Structure

- The **FAW SA** plant, at a start-up cost of \$60m, was the first large investment in the Eastern Cape by a China-based company. A number of China-based companies are considering following suit, while, **Beijing Automotive**, has already started construction of its new factory in Coega.
- Japanese vehicle manufacturers represented in SA – **Nissan/ Renault and Toyota** are both wholly owned subsidiaries.
- Other Multinational manufacturers, **Mercedes Benz, BMW, VW, General Motors, and Ford** are also 100% controlled subsidiaries
- Other major makes imported – European (Peugeot/Citroen), Japanese (Daihatsu, Honda, Subaru), Korean (Daewoo, Hyundai, Kia), Indian (Tata, Mahindra), with Chinese brands recently entering the SA market (Chery, Chana, Foton, GWM)
- More than **400 auto component suppliers** including global first tier suppliers such as Faurecia, Johnson Controls and Benteler



# COMPONENTS MANUFACTURED IN SOUTH AFRICA

Engine, Transmission  
and Body Parts

Brakes, Wheels,  
Shock absorbers

Suspension,  
Exhausts,  
Windscreens

Electrical, Batteries  
& Filters

Interiors



# GREEK EXPORTS TO SOUTH AFRICA

Unit : Euro thousand

Product code	Product label	Greek exports to South Africa		
		Value in 2015	Value in 2016	Value in 2017
<b>TOTAL</b>	<b>All products</b>	<b>49,171</b>	<b>52,920</b>	<b>64,823</b>
<b>85</b>	<b>Electrical machinery and equipment and parts thereof;</b>	<b>8,353</b>	<b>10,911</b>	<b>14,644</b>
<b>30</b>	<b>Pharmaceutical products</b>	<b>12,586</b>	<b>12,590</b>	<b>12,713</b>
<b>39</b>	<b>Plastics and articles thereof</b>	<b>2,320</b>	<b>4,144</b>	<b>6,417</b>
<b>76</b>	<b>Aluminium and articles thereof</b>	<b>3,125</b>	<b>4,677</b>	<b>5,756</b>
<b>84</b>	<b>Machinery, mechanical appliances, boilers; parts thereof</b>	<b>5,314</b>	<b>4,678</b>	<b>5,573</b>
<b>99</b>	<b>Commodities not elsewhere specified</b>	<b>2,732</b>	<b>1,765</b>	<b>2,294</b>
<b>20</b>	<b>Preparations of vegetables, fruit, nuts or other parts of plants</b>	<b>1,314</b>	<b>1,674</b>	<b>2,225</b>
<b>90</b>	<b>Optical, photographic, measuring, medical or surgical instruments</b>	<b>473</b>	<b>833</b>	<b>1,528</b>
<b>32</b>	<b>Tanning or dyeing extracts; tannins; dyes, pigments</b>	<b>869</b>	<b>1,117</b>	<b>1,357</b>
<b>73</b>	<b>Articles of iron or steel</b>	<b>499</b>	<b>1,002</b>	<b>1,091</b>
<b>08</b>	<b>Edible fruit and nuts; peel of citrus fruit or melons</b>	<b>375</b>	<b>375</b>	<b>898</b>
<b>31</b>	<b>Fertilisers</b>	<b>0</b>	<b>35</b>	<b>874</b>
<b>68</b>	<b>Articles of stone, plaster, cement, asbestos, or similar materials</b>	<b>435</b>	<b>579</b>	<b>768</b>
<b>15</b>	<b>Animal or vegetable fats and oils ; prepared edible fat</b>	<b>791</b>	<b>767</b>	<b>544</b>

# GREEK IMPORTS FROM SOUTH AFRICA

Unit : Euro thousand

Product code	Product label	Greek imports from South Africa		
		Value in 2015	Value in 2016	Value in 2017
TOTAL	All products	43,171	46,934	65,185
87	Vehicles other than railway or tramway	13,315	14,960	16,884
76	Aluminium and articles thereof	371	2,081	9,790
03	Fish and crustaceans, molluscs and other aquatic invertebrates	4,571	3,875	7,400
08	Edible fruit and nuts; peel of citrus fruit or melons	4,023	5,848	6,488
17	Sugars and sugar confectionery	0	0	4,494
89	Ships, boats and floating structures	2,670	1,345	3,736
72	Iron and steel	2,022	3,278	3,512
39	Plastics and articles thereof	3,886	2,789	3,348
84	Machinery, mechanical appliances, boilers; parts thereof	355	494	1,343
41	Raw hides and skins (other than furskins) and leather	1,013	1,260	1,050
38	Miscellaneous chemical products	708	632	1,003
30	Pharmaceutical products	331	710	906
74	Copper and articles thereof	1,750	3,975	901

# **SOUTH AFRICAN IMPORTS FROM THE WORLD**

**(In Euro ,000)**

<b>All products</b>	<b>77892581.23</b>
<b>Mineral fuels, oils, distillation products, etc</b>	<b>16774653.72</b>
<b>Machinery, reactors, boilers, etc</b>	<b>11228256.18</b>
<b>Electrical, electronic equipment</b>	<b>7917737.36</b>
<b>Vehicles other than railway, tramway</b>	<b>6928755.46</b>
<b>Plastics and articles thereof</b>	<b>1897497.38</b>
<b>Optical, photo, technical, medical, etc</b>	<b>1834289.68</b>
<b>Pharmaceutical products</b>	<b>1715310.34</b>
<b>Organic chemicals</b>	<b>1277514.41</b>
<b>Miscellaneous chemical products</b>	<b>1257724.55</b>
<b>Iron and steel</b>	<b>1174894.88</b>

# GREEK EXPORTS TO THE WORLD

(in Euro ,000)

<b>All products</b>	<b>27298580.23</b>
<b>Mineral fuels, oils, distillation products, etc</b>	<b>10887176.56</b>
<b>Aluminum and articles thereof</b>	<b>1185337.90</b>
<b>Pharmaceutical products</b>	<b>1047981.08</b>
<b>Electrical, electronic equipment</b>	<b>965557.20</b>
<b>Plastics and articles thereof</b>	<b>903673.79</b>
<b>Vegetable, fruit, nut, etc food preparations</b>	<b>877730.74</b>
<b>Edible fruit, nuts, peel of citrus fruit, melons</b>	<b>830536.52</b>
<b>Machinery, boilers, etc</b>	<b>731623.35</b>
<b>Animal, vegetable fats and oils</b>	<b>607537.32</b>
<b>Fish, crustaceans, aquatic invertebrates</b>	<b>549802.96</b>

# USEFULL CONTACTS / WEBSITES

- **Hellenic-African Chamber of Commerce & Development**  
**email:** [info@helafrican-chamber.gr](mailto:info@helafrican-chamber.gr)  
**web:** [www.helafrican-chamber.gr](http://www.helafrican-chamber.gr)  
[mavridisantonis@gmail.com](mailto:mavridisantonis@gmail.com)
- **MARKET ACCESS DATA BASE OF THE EU**  
<http://madb.europa.eu/madb/>
- **Greek Commercial Counsellor in South Africa**  
**email** [ecocom-johannesburg@mfa.gr](mailto:ecocom-johannesburg@mfa.gr)

# USEFULL CONTACT INFORMATION

- **Federation of Hellenic Communities in SA**  
email [federationsa@speedweb.co.za](mailto:federationsa@speedweb.co.za)
- **JCCI Johannesburg Chamber of Commerce**  
email [info@jcci.co.za](mailto:info@jcci.co.za)  
[www.jcci.co.za](http://www.jcci.co.za)
- **Department of Trade and Industry, South Africa,**  
[www.thedti.gov.za](http://www.thedti.gov.za)
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email: [LKaseke@thedti.gov.za](mailto:LKaseke@thedti.gov.za)

# South Africa today is one of the most sophisticated and promising emerging markets globally, mainly because of

