



**Innovate UK**  
KTN

[ktn-uk.org/programme/africa](https://ktn-uk.org/programme/africa) #KTNGlobalAllianceAfrica

**Chiara Bassetti**- Project Manager/ Interim Country Lead- South Africa

[ktn-uk.org/global-alliance](https://ktn-uk.org/global-alliance)



# Who are we?

[www.ktn-uk.org](http://www.ktn-uk.org)



# Positive Change Commitments

## Positive Change

We create diverse connections to drive positive change

### Deep Expertise

We have wide-ranging expertise and convene the expertise of others

### Powerful Connections

We drive powerful connections with businesses at the heart of what we do

### Future Shaping

We shape the innovation communities of the future

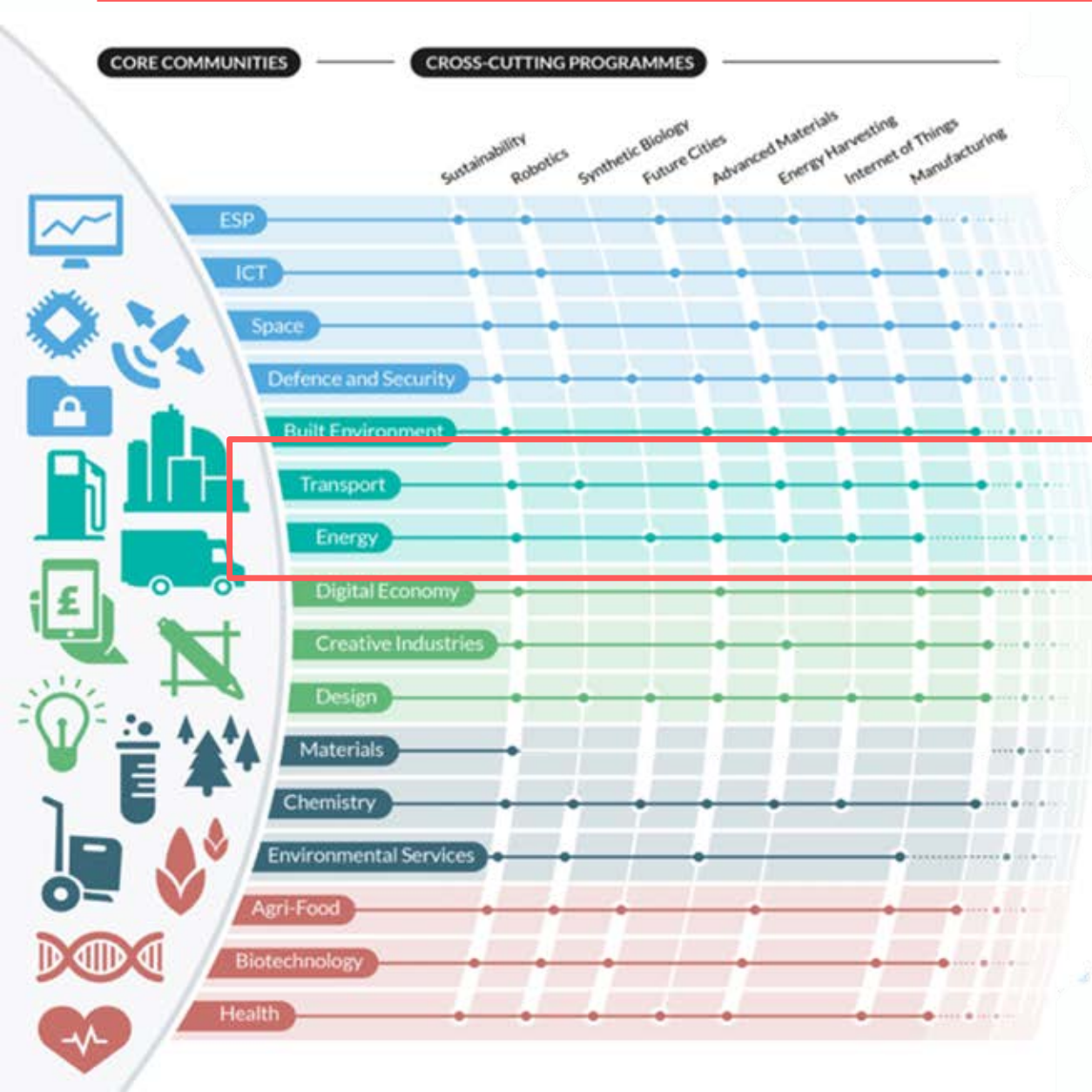
## Our People

We provide an exceptional place of work for our exceptional people

We will collaborate globally to create valuable international connections for innovators.

We will extend our activity beyond economic prosperity to also deliver sustainable societal & environmental benefit.

# Simplifying Complexity



## We are truly cross-cutting, to simplify complexity

- Deep sector expertise across 20 key economic sectors
- Comprehensive cross-sector programmes, including Global Innovation
- Working across complete innovation ecosystem
- A network of +45,000 unique organisations, c.80% SMEs, +234,000 innovators
- In the UK and with over 30 countries



Global  
Alliance

Africa

# Global Alliance Africa



## UKRI

UKRI convenes, catalyses and invests in close collaboration with others to build a thriving, inclusive research and innovation system.



## Innovate UK

Innovate UK is the UK's national innovation agency. We support business-led innovation in all sectors, technologies and UK regions.



## Knowledge Transfer Network

At Innovate UK KTN our mission is to connect ideas, people and communities to respond to these challenges and drive positive change through innovation.



## Global Alliance Africa

Global Alliance Africa is a six-year project designed to strengthen and scale local innovation and business environments in Kenya, Nigeria and South Africa.

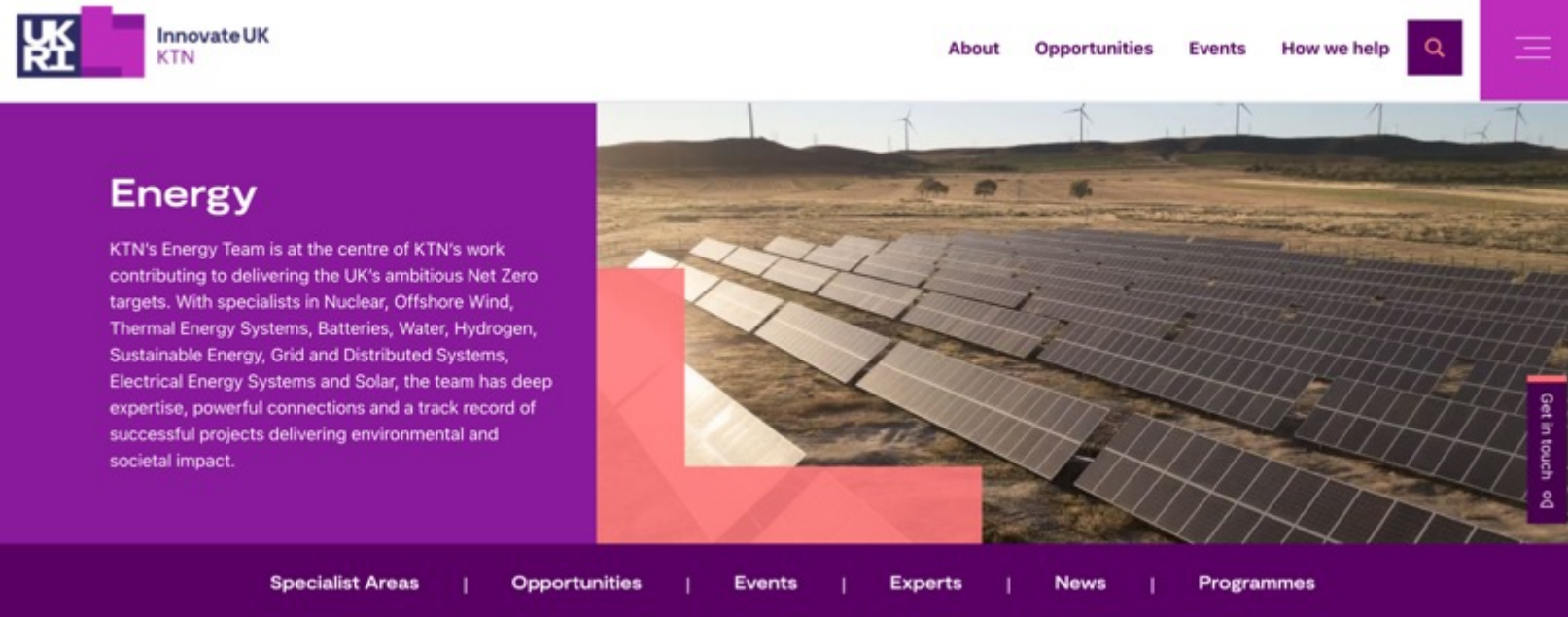


# Energy and Maritime Sector Expertise



Innovate UK  
KTN

# Energy Innovation



- Cross-sector battery system Innovation Network
- Decarbonising Ports and Harbors
- Electrical Energy Systems
- Energy Catalyst
- Hydrogen Network
- Nuclear
- Offshore renewables
- Solar
- Thermal Energy Systems



# UK-Africa Partnership Case Studies

## MPOP Hubs: providing households with energy and e-mobility solutions through a pay-per-use battery sharing platform

Provides flexible and affordable energy access for sub-Saharan African households.

MPOP batteries are charged centrally and rented to customers in off-grid communities in Sierra Leone, Nigeria, Uganda, Zambia, Gambia and Liberia.



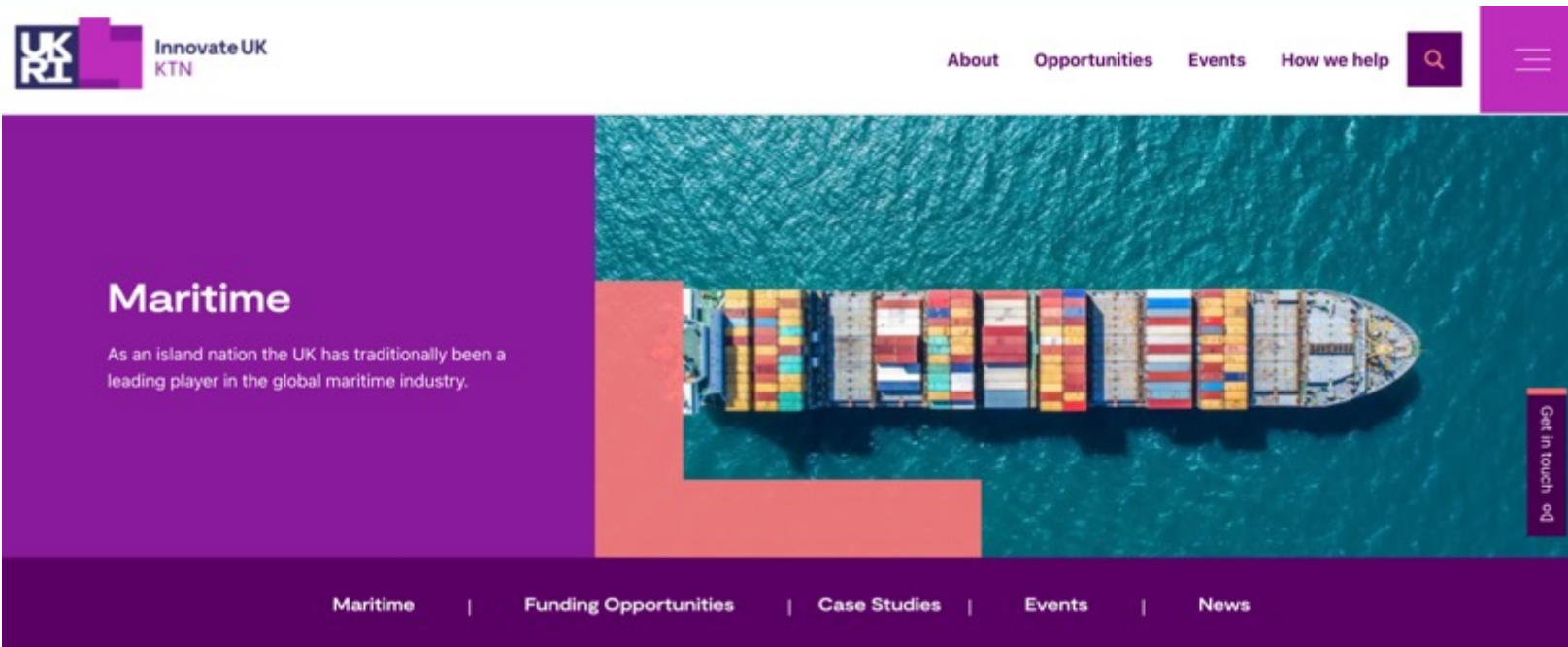
## Steamology: seizing the climate-smart power of hydrogen to deliver affordable energy for electricity and heat

Aims to deliver scalable and modular solutions for industrial steam heat and power

The company operates at off-grid locations in sub-Saharan Africa where steam and electricity are created through renewable generation and hydrogen storage.



# Maritime Innovation



- Clean maritime demonstration
- Decarbonising Ports and Harbors

# Previous Companies we have worked with on challenges



## Connect with us if...

- You are interested in **innovation and collaboration opportunities in South Africa** (Kenya and Nigeria as well!)
- You have an **innovation challenge** in South Africa you are looking to address
- You **are looking for funding** to expand your work in South Africa
- You are looking for **access to new markets** through collaboration opportunities

## Connect with us if...

- **Energy Catalyst Round 10** funding (live now)
- **Net Zero Living Funding** (Opens October 2023)
  - *Heating and Cooling*
  - *Energy*
  - *Mobility and manufacturing*
- **Just Energy Transition (JET) Innovation Network**



# Thank you.



**Chiara Bassetti**

Project Manager | Interim Country Lead- South Africa

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Global  
Alliance

Africa



**FREEPORT  
SALDANHA**  
INDUSTRIAL DEVELOPMENT ZONE





**FREEPORT**  
**SALDANHA**  
INDUSTRIAL DEVELOPMENT ZONE



# WELCOME TO

- **1<sup>st</sup> South African Special Economic Zone to include a port.**
- Building and operating a **marine and energy services and engineering centre.**
- Strategically located within the **deep-water port** of Saldanha Bay.
- Easy **access to logistics** by sea, land, rail, and air access.
- Situated on the West Coast, **60 nautical miles** north-west of Cape Town





# Who is Freeport Saldanha?



**Special Economic Zone**

**Provincial Owned Entity**

Our mandate is to stimulate investment, industrial growth, job creation, skills development and regional competitiveness

## Marine Sector

### Activities includes

- Marine services hub
- Boat building & repair
- Vessel decommissioning
- Offshore supply base



PHOTOGRAPH 20. SOUTHERN PRECINCT CHARACTER

## Energy Sector

### Activities includes

- Bulk fuels storage
- Manufacturing hub
- Services hub
- Integrated logistics facility

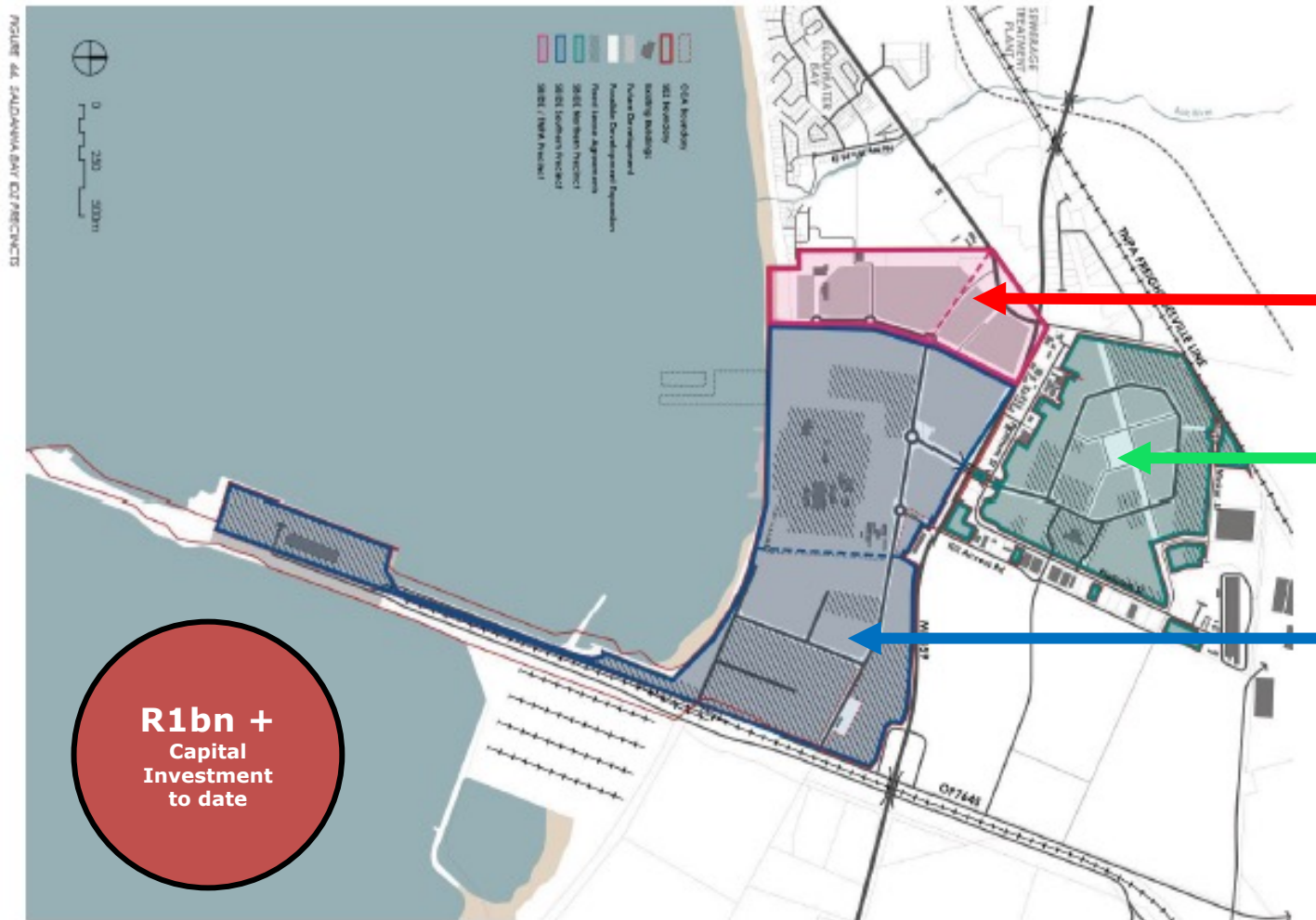


PHOTOGRAPH 19. NORTHERN PRECINCT CHARACTER



# Development Potential

## Greenfields Development in the Deepest Natural Port in the Southern Hemisphere



**Innovation Precinct**

Land Owned by Freeport

**North Precinct**

Land Owned by Freeport

**Port Precinct**

Land Leased from TNPA by Freeport



# Freeport Incentives as a SEZ & CCA

- Freeport Environment = SEZ with status of a customs-controlled area (Freezone) in a port
- CCA environment, or Free Port environment, is **a universal benchmark for ports and zones in our markets.**
- SBIDZ gazetted as a **Customs Control Area (CCA)** in 2019 over nearly 70% of its footprint which includes the existing port terminals
- This means that qualifying activities have access to **certain tax and VAT incentives** when located in the CCA in the SBIDZ.
- Work closely with **DTIC, Customs & SARS**

SEZ & CCA incentives available for qualifying companies.



**FREEPORT**  
**BENEFITS**



**Cost**  
**Savings**



**Time**  
**Efficiency**



**Operational**  
**Efficiency**



**Increased**  
**Cashflow**



# Our **value** to **industry** & **investors**

Purpose Built  
Operating  
Environment

Innovation Campus &  
Development  
Programme Unit

Investor  
Support, Incentives  
& Aftercare



Potential Infrastructure Investments & Matchmaking with Industry



# Ease of Doing Business

...make it easy & faster for project developers to invest, build & operate in the Zone





# Special Catalytic Projects

## Infrastructure Development: Marine Services Jetty



## Sector Development: Green Hydrogen



| Activity/Entity          | Saldanha Bay  |
|--------------------------|---------------|
| Transnet: bunker fuel    | 504 kt/y      |
| Transnet: port equipment | unknown       |
| ACSA ground vehicles     | 0.0558 kt/y   |
| PRASA MetroRail          | 6.6-11.0 kt/y |
| AMSA Saldanha Works      | 104 kt/y      |
| MyCiTi BRT               | 1.2 kt/y      |

Source: EU-SA Partner for Growth, Jan 2022. *Powerfuels 2: Stimulating domestic hydrogen consumption opportunities in South Africa*

### GII2 Markets

Green Iron & Steel

Shipping Fuels

Mobility

Exports

Logistics Gateway

Manufacturing Hub



Recap

# Why invest in Freeport Saldanha?

## 1. SEZ purpose & Sector Focus: Maritime, Energy & Logistics.

- Offers a platform for global exports and localisation opportunities for foreign and local investments.

## 2. Programme Partners: National, Provincial, Local.

- National: Department of Trade & Industry; Transnet and Transnet Port Authority; IDC, InvestSA
- Provincial: Department of Economic Development and Tourism, Wesgro, Greencape, Atlantis SEZ
- Local: Saldanha Bay Municipality

## 3. Prime Logistics Location: In a port.

- Strategically located within the deep-water port of Saldanha Bay
- Allows easy access to logistics by sea, land, rail (and air!) access
- Close proximity to Cape Town (~110km), Ankerlig (~80km), Boegoebaai (~430km)

## 4. Freeport & incentives: 1<sup>st</sup> Freezone in a port.

- First South African Freezone in Port ~ customs controlled area + special economic zone
- qualifying investors can access national DTIC SEZ and SARS Customs Controlled Area incentives

## 5. Infrastructure: Ready to Go!

- 356 hectares footprint of secure & prime serviced industrial zone land; greenfields development.
- Investor sites are available for immediate occupation and or
- Tailor-made infrastructure solutions with flexible lease and utility options.
- SBIDZ plays catalytic role in major infrastructure developments

## 6. Ease of doing business: Our philosophy.

- Dedicated business unit and philosophy in Ease of Doing Business.
- Investors can access OneStopShop support, catalytic project support, critical infrastructure support, stakeholder management and development programmes.

## 7. Maritime & Energy Sector Innovation Ecosystem

- Platform connecting academia, industry, local community, private sector and international institutions
- Exists to promote innovation and technology in the Marine and Energy Sectors



# The Western Cape

## A Leading Regional Economy

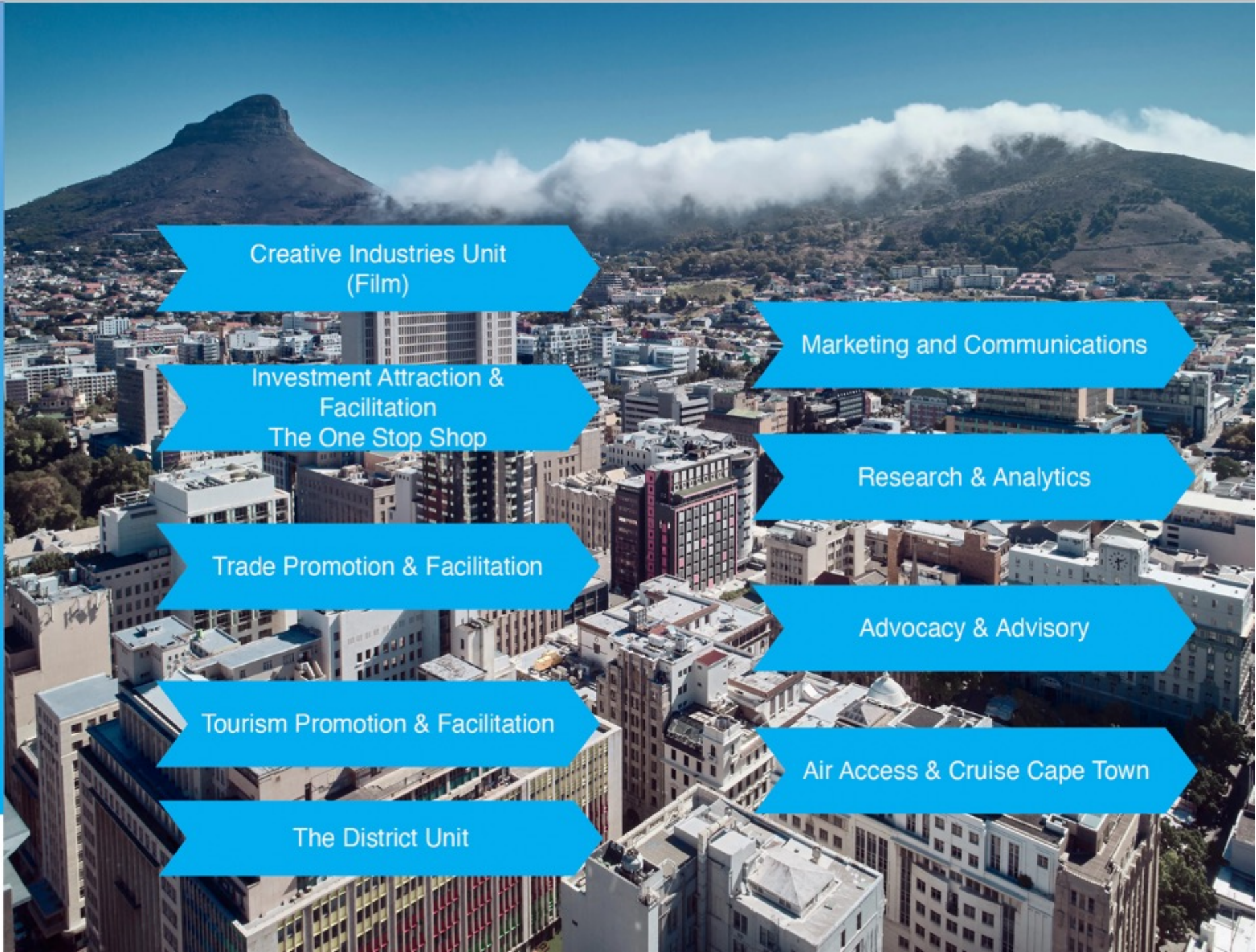
Presented by: Belvana Abeli (PM Green Economy)  
: (belvana@Wesgro.co.za)



# Wesgro is the Official Tourism, Trade & Investment Promotion Agency for Cape Town and the Western Cape

First point of contact for foreign investors and local companies. Attracts and facilitates national and international investment, works to grow the exports of products and services, and markets the Western Cape as a competitive business and travel destination.

# WESGRO



Creative Industries Unit  
(Film)

Marketing and Communications

Investment Attraction &  
Facilitation  
The One Stop Shop

Research & Analytics

Trade Promotion & Facilitation

Advocacy & Advisory

Tourism Promotion & Facilitation

Air Access & Cruise Cape Town

The District Unit

# Investment promotion unit

- **Investment Mandate:** attracting inward investment (FDI & DDI) and providing aftercare services to help businesses expand in the province.
- **Support services we offer:**
  - Market entry support through our InvestSA One Stop Shop
  - Facilitating access to government initiatives & incentives
  - Facilitating access to public and private funding
  - Red-tape reduction
  - Strategic match-making
  - Policy advocacy
  - Access to market intelligence and industry- specific information
  - Access to industry-led networking and information-sharing events
  - Expansion support into the rest of Africa via our export promotion unit
  - Site location assistance





# The Western Cape economy

**WESGRO**

cape town & western cape  
tourism, trade, investment, film

An Inspiring Place To Do Business



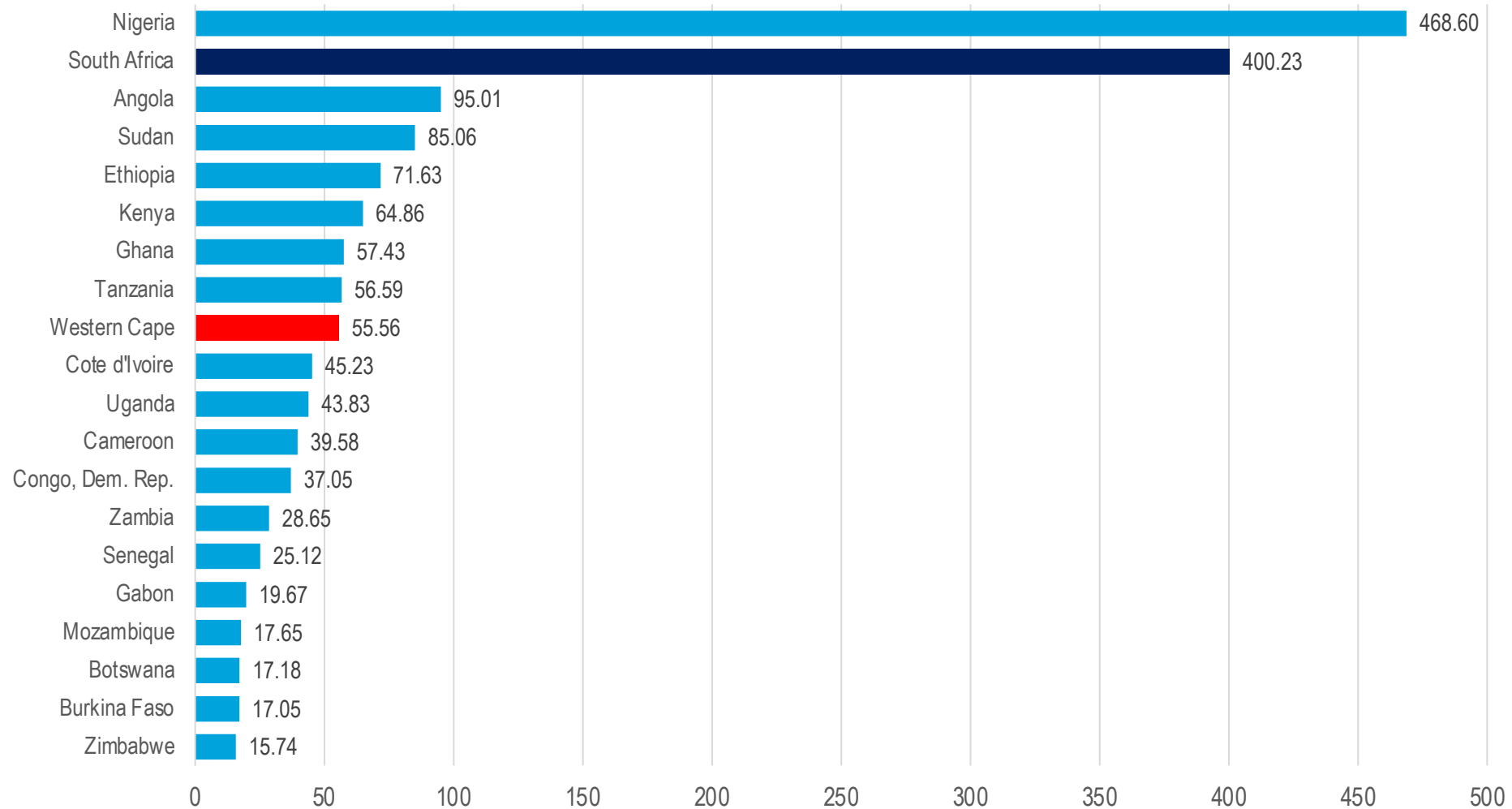
**wesgro**  
 cape town & western cape  
 tourism, trade & investment

**Map Reference**

- |                             |                               |
|-----------------------------|-------------------------------|
| <b>Travel Routes</b>        | <b>General Symbols</b>        |
| Cape Town Routes            | National Road                 |
| Cape West Coast Route       | Tarmad Road                   |
| Cape Namibia Route (N7)     | Untarmad Road                 |
| Cape Karoo Route (N1)       | Road Marker                   |
| Cape Route 62               | Distance Marker               |
| Cape Whale Coast Route (N2) | Town                          |
| Cape Garden Route (N2)      | River                         |
|                             | Mountain Pass                 |
|                             | Nature Reserve/ National Park |
|                             | Left/right off Border         |
|                             | Provincial Border             |

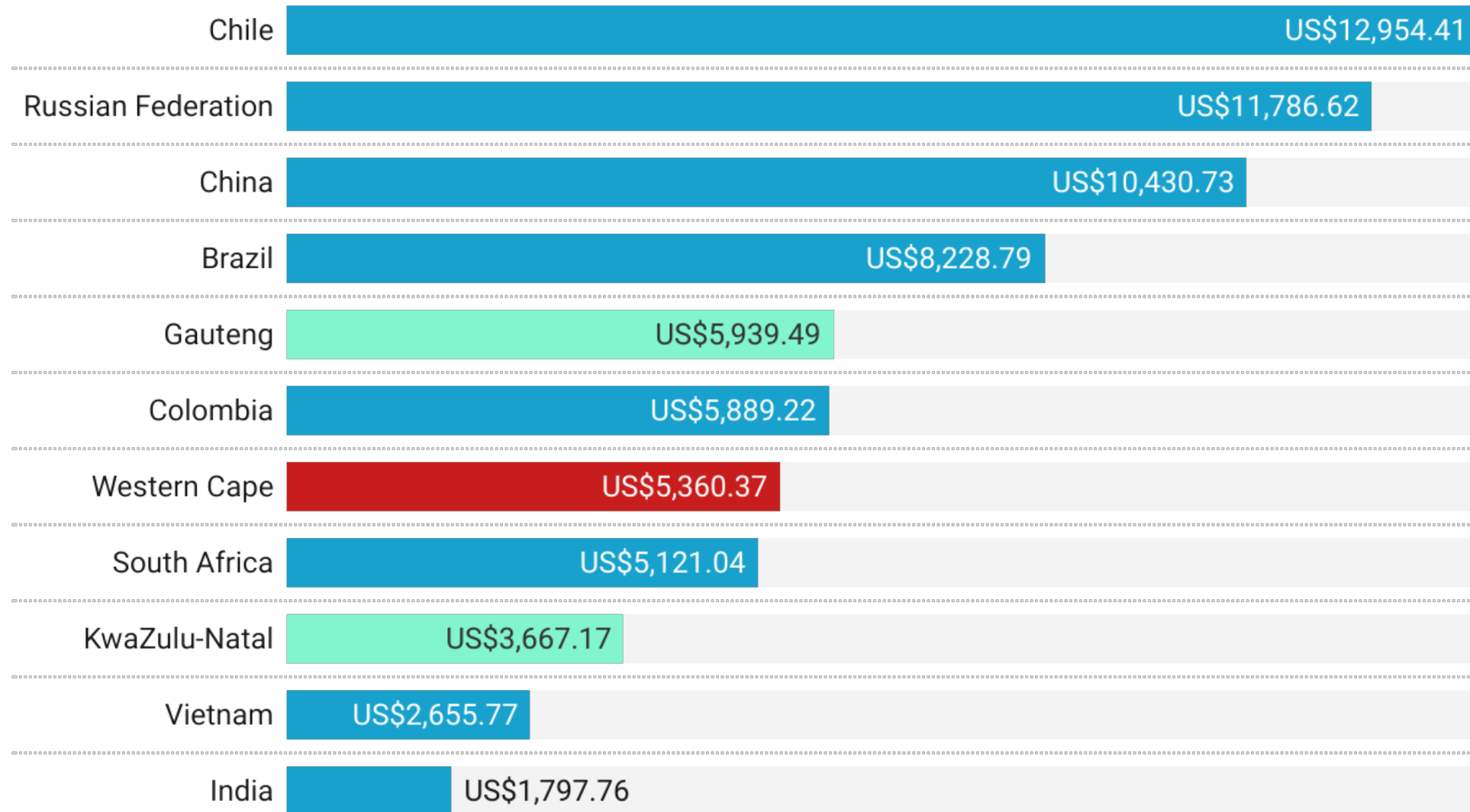
# The Western Cape's diverse economy punches well above its weight

Western Cape economy relative to other countries in Sub-Saharan Africa (US\$bn), 2020



# Province has higher per capita GDP than several global economies

Western Cape's GDP per capita vs. select global economies (US\$)\*, 2020

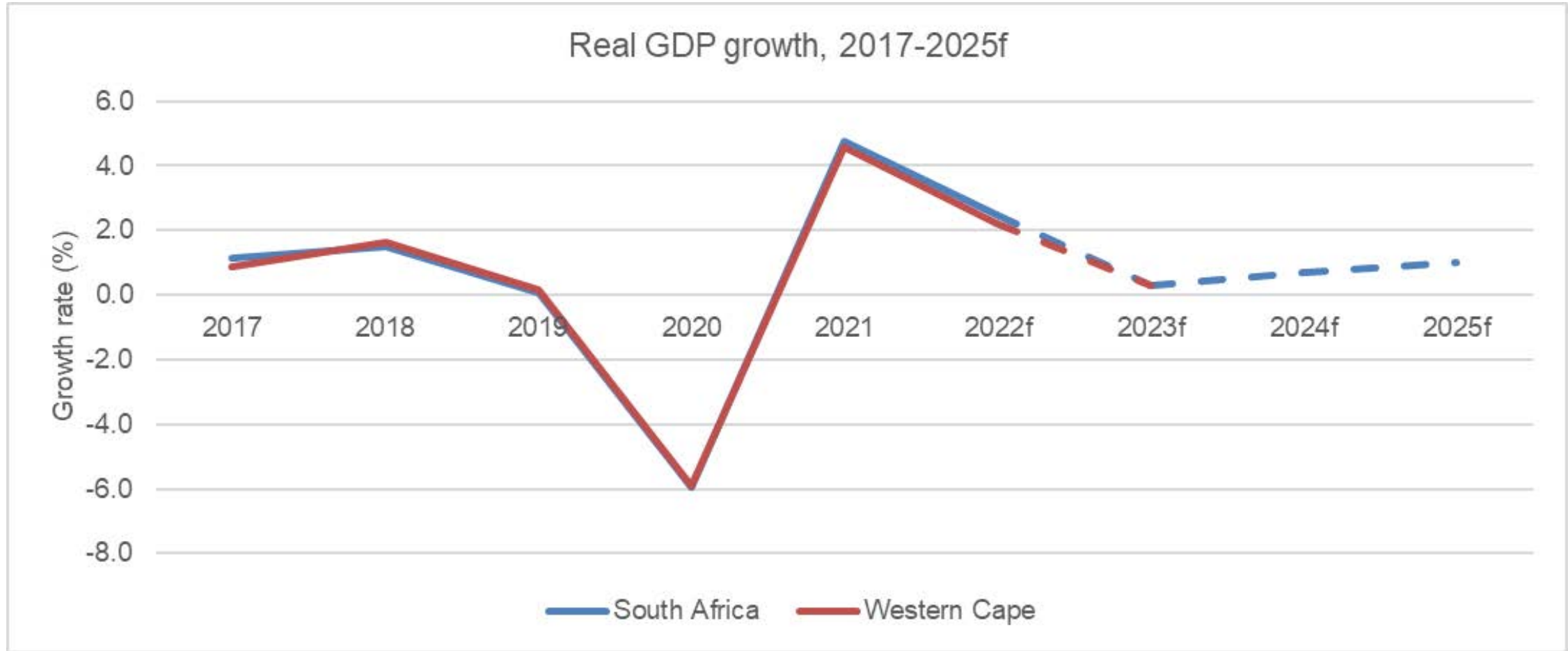


\*At constant 2015 prices

Note: Figures for Gauteng, KwaZulu-Natal and Western Cape were converted to US dollars using the average Rand per dollar exchange rate in 2020

# Local economy resilient despite exogenous shocks

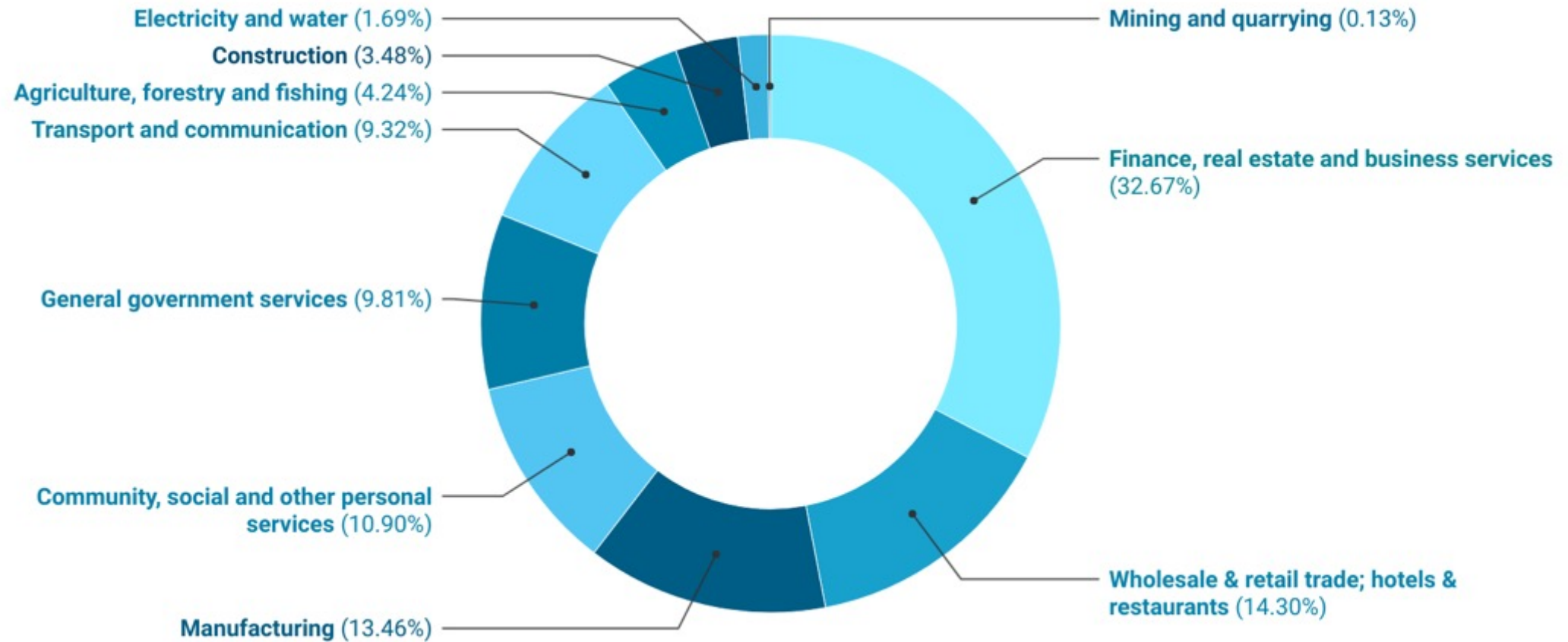
Largely in step with national developments and trends



Sources: MPC SARB (Jan 2023); PERO, 2022

# Dominance of the tertiary sector is a sign of economic development and global competitiveness

Composition of GVA at constant 2015 prices (2022Q3)





# Key Growth Sectors

- **Financial and Business services**
  - BPO and KPO (Knowledge Process Outsourcing)
  - Fintech
  - Insurance, asset management
- **Green economy**
  - Renewable energy
  - Waste & Water management
  - E-mobility
  - Circular economy
- **Agriculture and Agri-processing**
- **Manufacturing**
- **Health Tech & Pharma**
- **Education**



# Access to a world-class talent pool



## University of Cape Town

- Highest QS World University ranking in Africa
- Home to the Bertha School for Social Innovation and Entrepreneurship
- Home to Hasso Plattner School of Design Thinking Afrika
- One of three national Hydrogen South Africa (HYSA) competency centres – HYSA Catalysis



## Stellenbosch University

- 4th highest QS World University ranking in Africa
- Home to the School for Data Science Computational Thinking
- Home to new School for Climate Studies
- Filed highest number of patents in the Country through Innovus
- Home to the Centre of Renewable & Sustainable Energy Studies (CRSES) which offers free pre-feasibility studies for energy projects.
- Home to Launchlab a Stellenbosch University Green & Tech incubator



UNIVERSITY of the  
WESTERN CAPE

## University of the Western Cape

- 9th highest QS World University ranking in Africa
- Home to The South African Institute for Advanced Materials Chemistry (SAIAMC) – the institute is among the first in South Africa to demonstrate the feasibility of producing green hydrogen using solar energy as the energy source.
- One of three national Hydrogen South Africa (HYSA) competency centres – HYSA Systems
- Partner to the Samsung Future Innovation Lab



## Cape Peninsula University of Technology

- A leading technical vocational training institution
- Offers technically aligned courses across major faculties including engineering
- Home to the South African Renewable Energy Technology Centre (SARETEC) - the first national renewable energy technology center in South Africa



An aerial photograph of a coastal road in the Western Cape, South Africa. The road is a two-lane asphalt road that curves along the edge of a steep, rocky hillside. The hillside is covered in sparse, dry vegetation and has a reddish-brown hue. The ocean is a deep blue, with white waves crashing against the shore. In the background, there are several large, rugged mountains under a bright blue sky with scattered white clouds. The overall scene is scenic and picturesque.

# Investment into the Western Cape

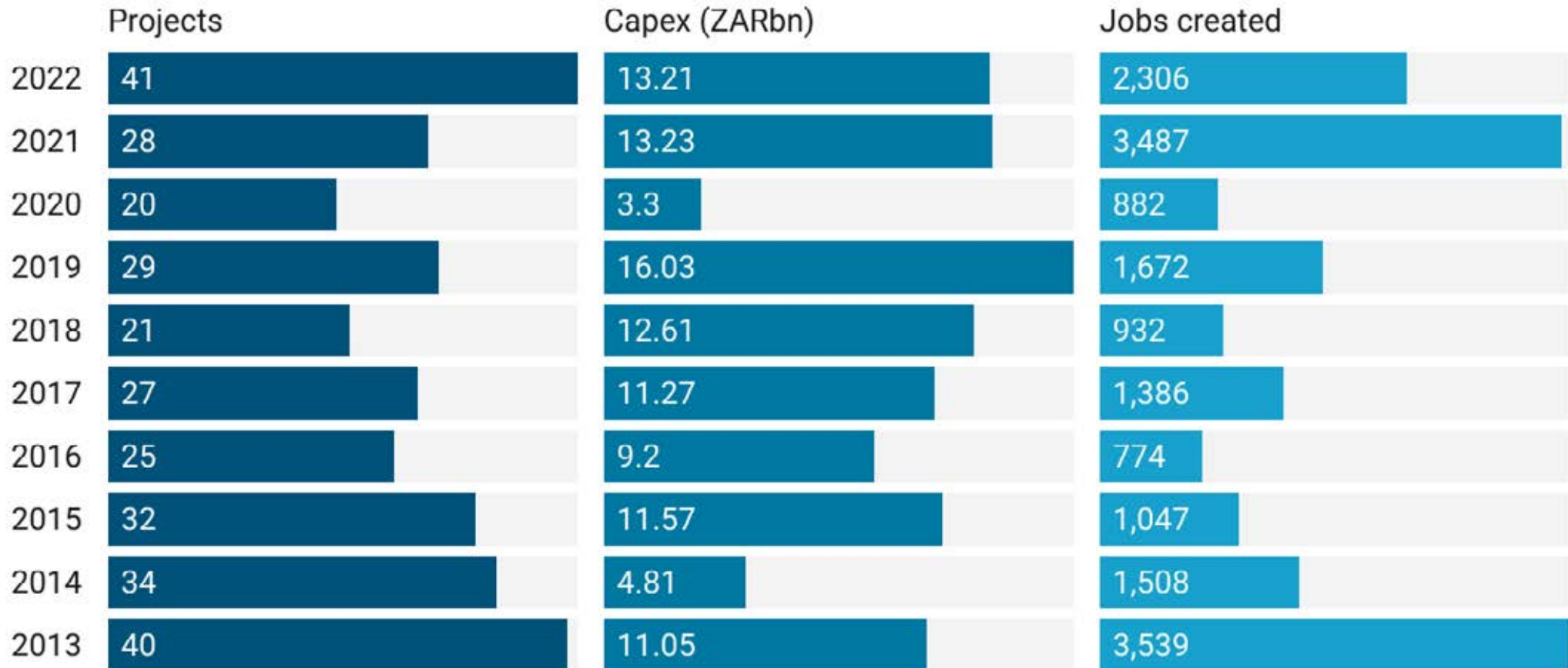
**WESGRO**

cape town & western cape  
tourism, trade, investment, film

An Inspiring Place To Do Business

# Strong FDI inflows testimony to province's offerings and future orientation

FDI into the Western Cape, 2013 - 2022



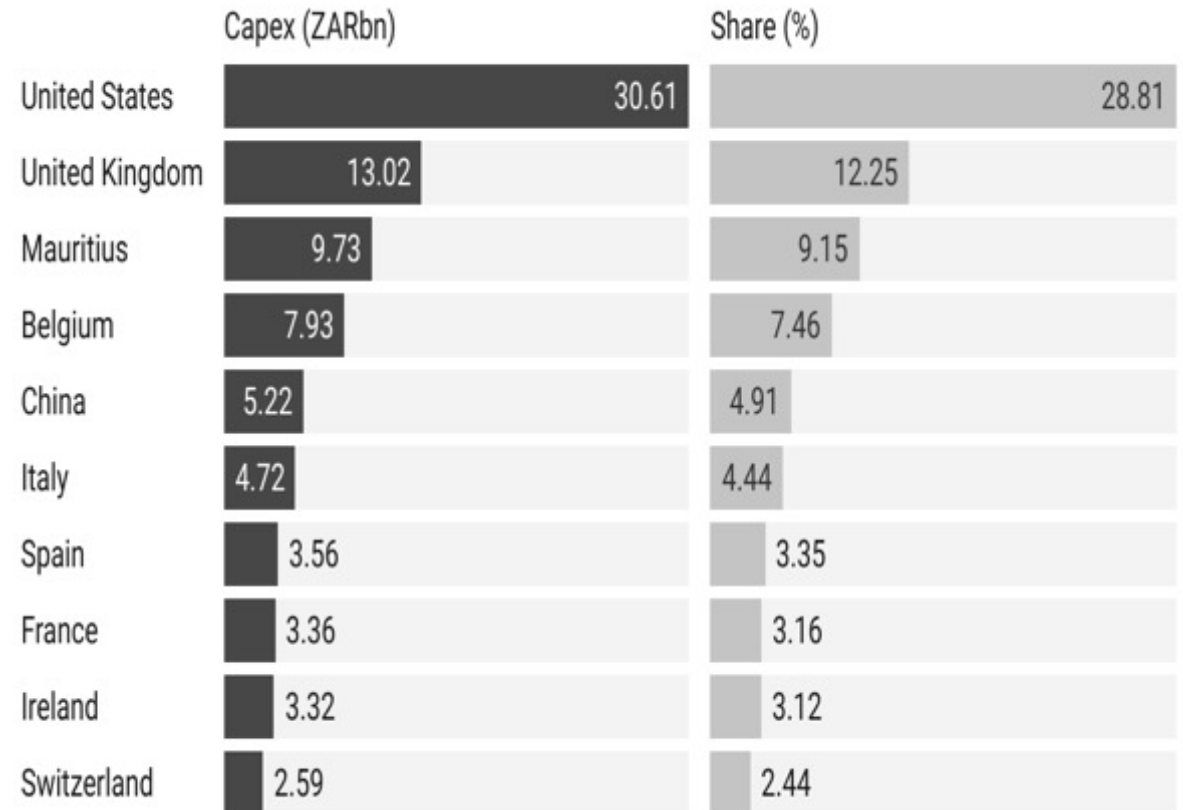
Sources: FDI Intelligence, 2023

# Western Cape's FDI trends by source country, 2013–2022

## By number of projects

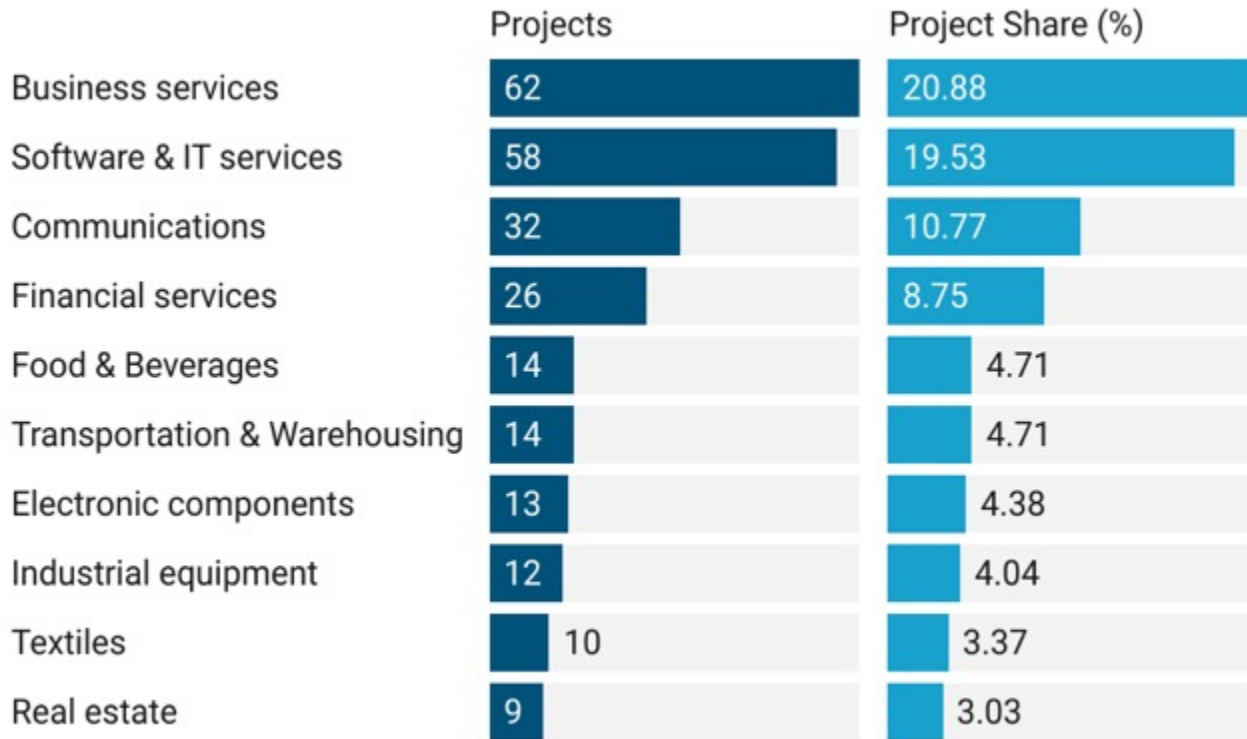


## By Capex

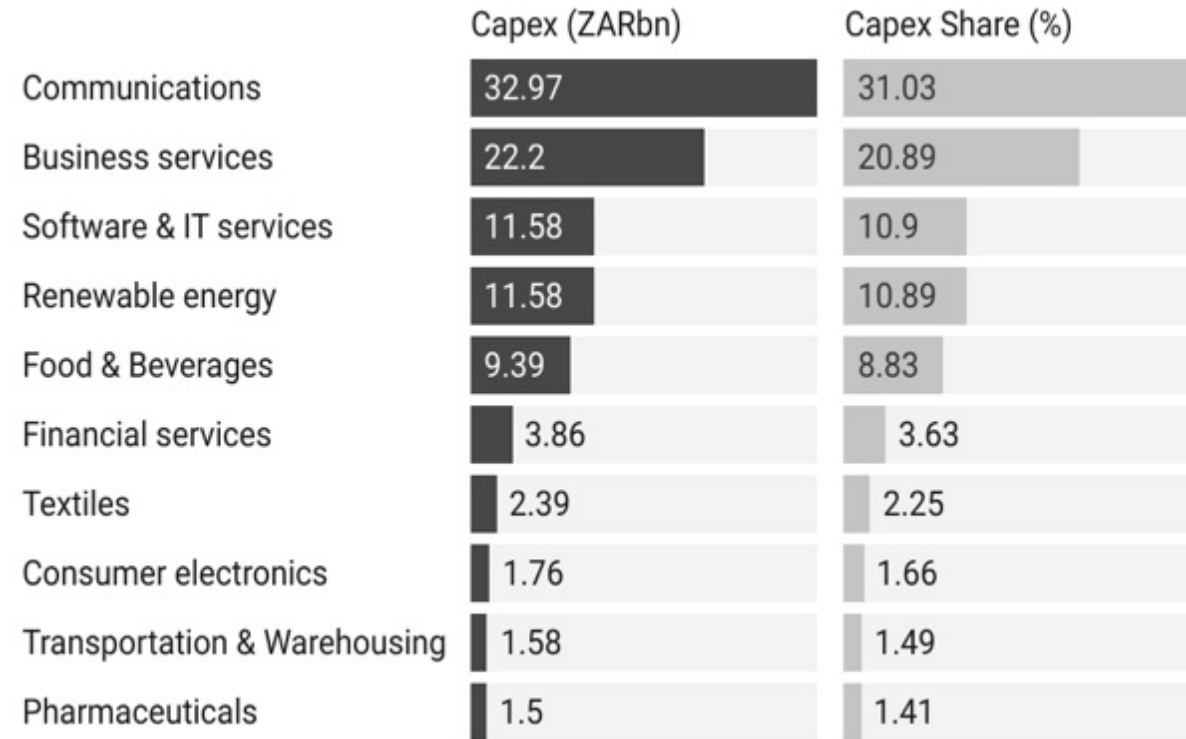


# Business services, communications, ICT top three industries for inward FDI into Western Cape, 2013 - 2022

## By number of projects



## By Capex



Sources: FDI Intelligence, 2023



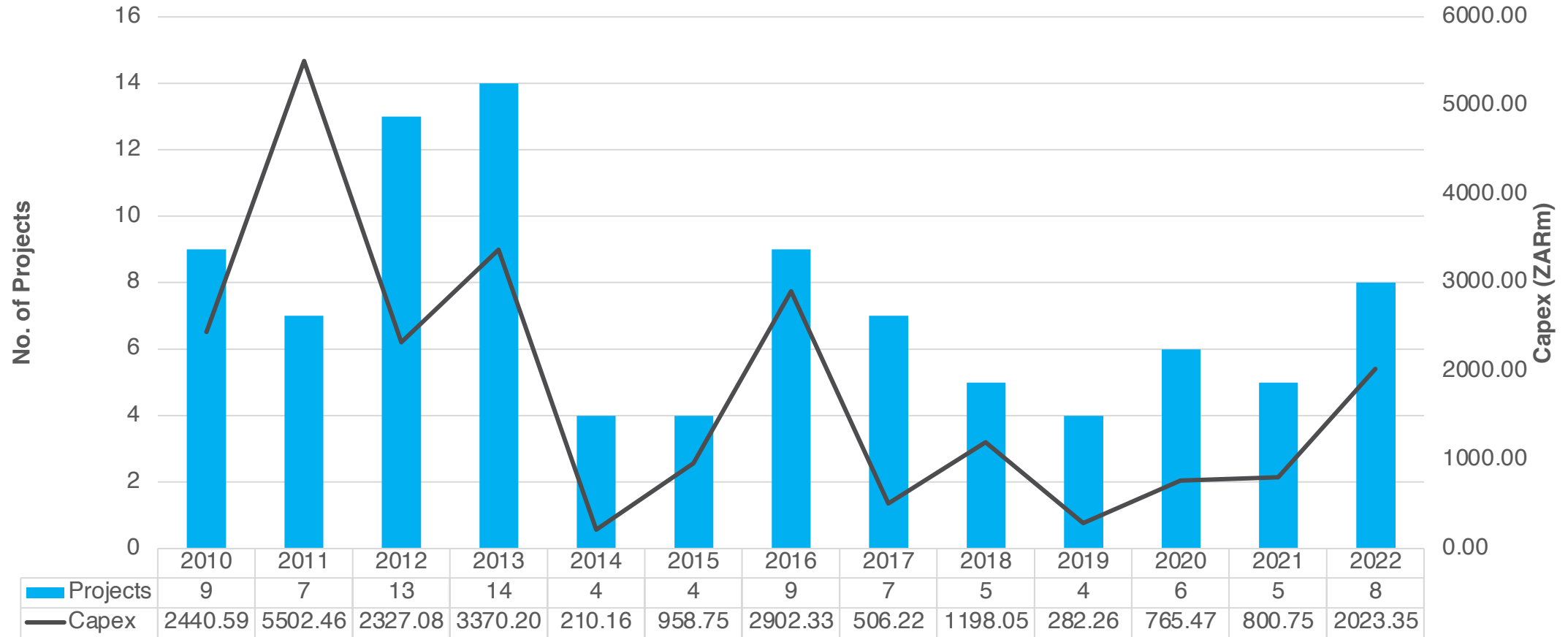
# United Kingdom and the Western Cape

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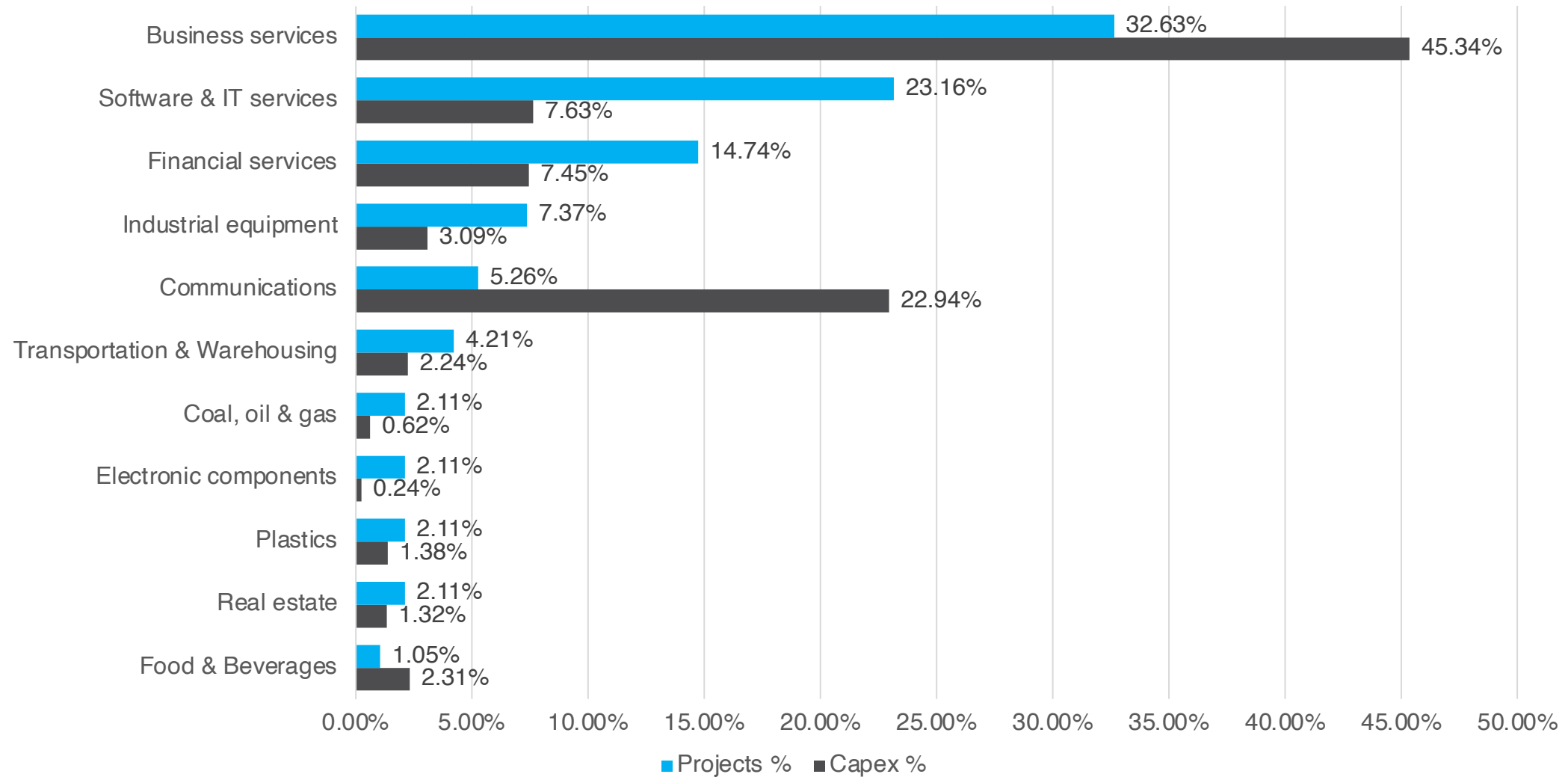
An Inspiring Place To Do Business

# FDI from UK to the Western Cape, Jan 2010 – Dec 2022





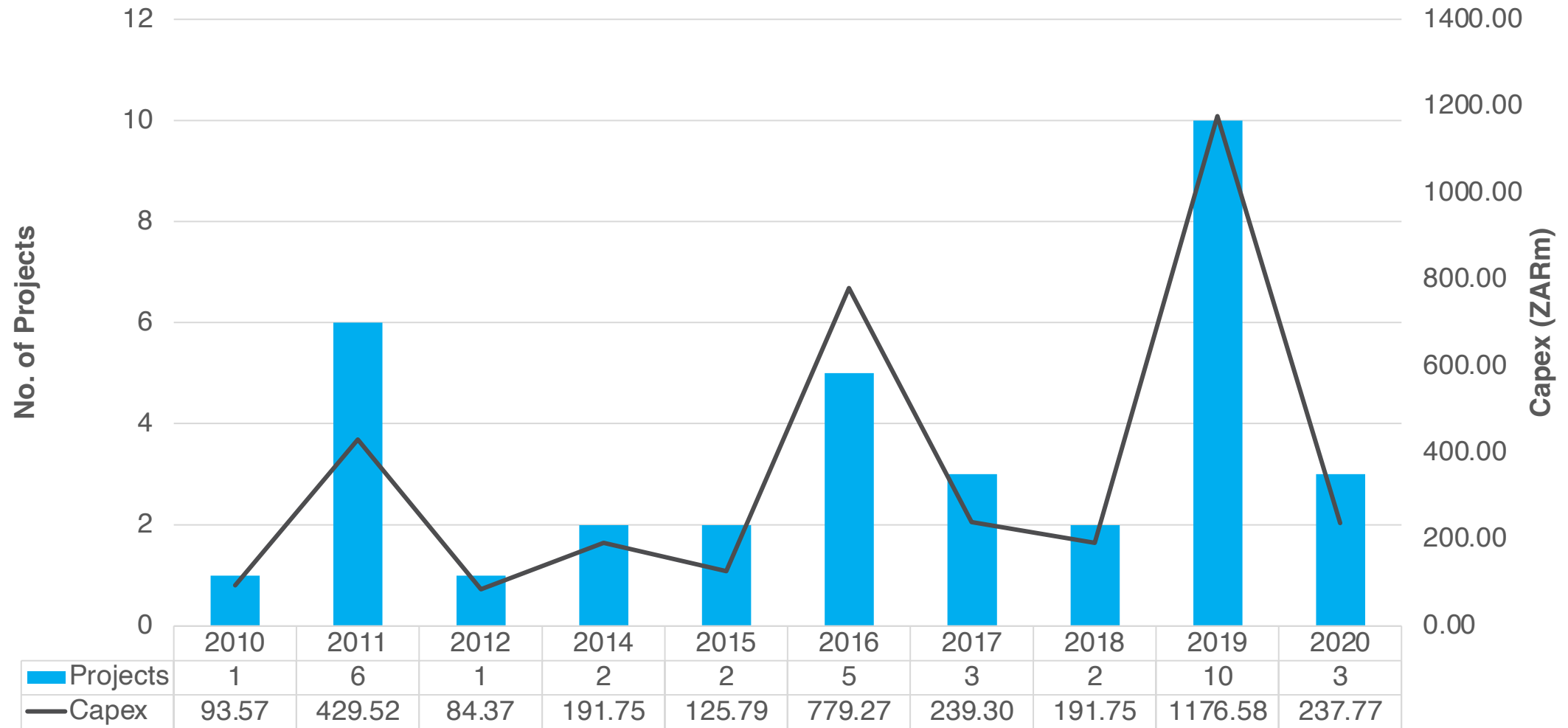
# FDI from UK to the Western Cape by Sectors (Projects), Jan 2010 – Dec 2022



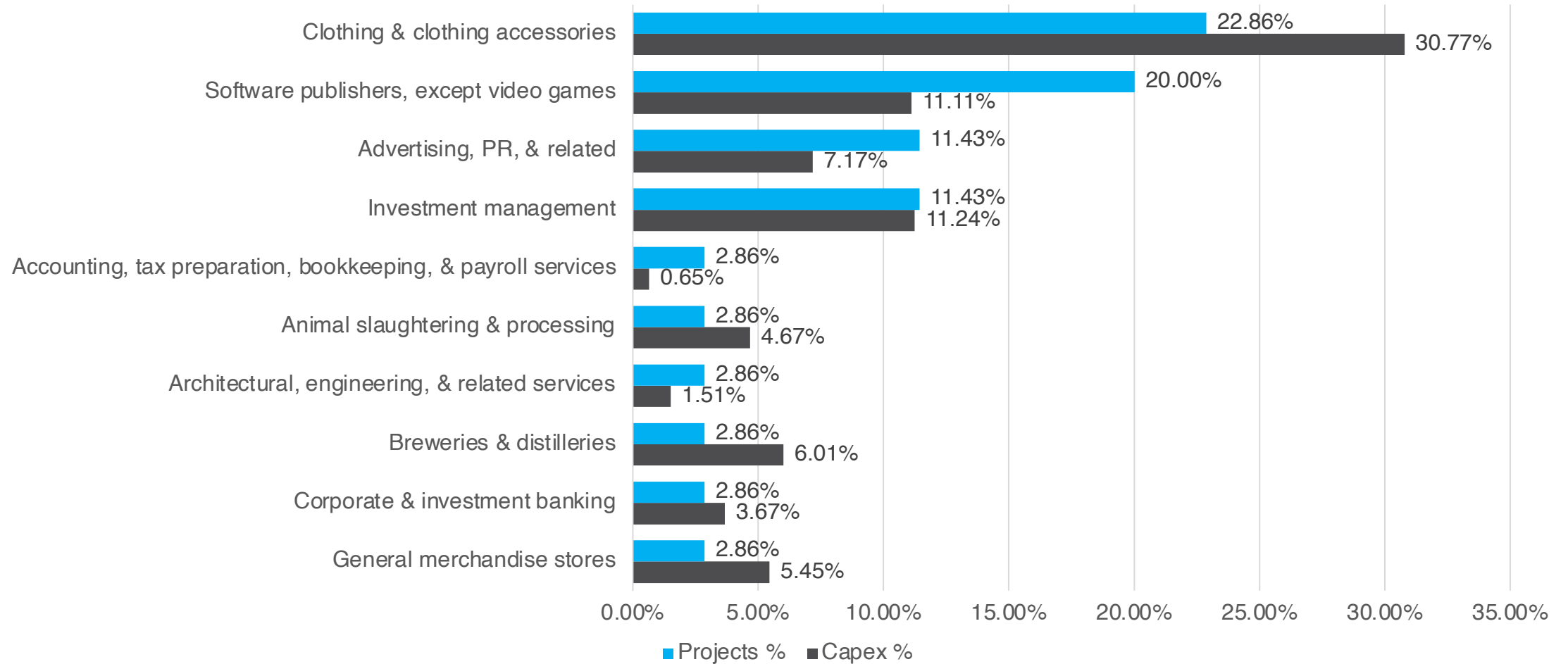
# Top 10 UK Companies Investing in the Western Cape, Jan 2010 – Dec 2022, (by Projects)

| RANK         | COMPANY                         | SECTORS                      | PROJECTS  | CAPEX (ZARm)    | JOBS        |
|--------------|---------------------------------|------------------------------|-----------|-----------------|-------------|
| 1            | Advance Global Capital          | Financial services           | 2         | 26.08           | 6           |
| 2            | BES Utilities                   | Coal, oil & gas              | 2         | 144.20          | 326         |
| 3            | Hunting                         | Industrial equipment         | 2         | 503.15          | 102         |
| 4            | InventCommerce                  | Software & IT services       | 2         | 159.54          | 18          |
| 5            | Nedbank                         | Financial services           | 2         | 337.48          | 42          |
| 6            | activpayroll                    | Business services            | 1         | 171.81          | 76          |
| 7            | Aggreko                         | Industrial equipment         | 1         | 44.49           | 17          |
| 8            | Air Menzies International (AMI) | Transportation & Warehousing | 1         | 134.99          | 20          |
| 9            | Altitec                         | Plastics                     | 1         | 29.15           | 47          |
| 10           | Argus Media                     | Business Services            | 1         | 426.45          | 14          |
| <b>TOTAL</b> |                                 |                              | <b>95</b> | <b>23287.65</b> | <b>5616</b> |

# FDI from the Western Cape to UK, Jan 2010 – Dec 2022



# FDI from the Western Cape to UK by Sectors (Projects), Jan 2010 – Dec 2022



# Top 10 Western Cape-based Companies Investing in UK, Jan 2010 – Dec 2022, (by Projects)

| RANK         | COMPANY                         | SECTORS                | PROJECTS  | CAPEX (ZARm) | JOBS       |
|--------------|---------------------------------|------------------------|-----------|--------------|------------|
| 1            | Phase Eight (Fashion & Designs) | Textiles               | 3         | 410          | 96         |
| 2            | Sanlam Private Wealth           | Financial services     | 3         | 391          | 96         |
| 3            | Hobbs                           | Textiles               | 2         | 273          | 64         |
| 4            | The Foschini Group              | Textiles               | 2         | 330          | 80         |
| 5            | Ad Dynamo                       | Business Services      | 1         | 94           | 29         |
| 6            | BrandsEye                       | Software & IT services | 1         | 18           | 5          |
| 7            | Creative CFO                    | Business Services      | 1         | 23           | 10         |
| 8            | Database 360                    | Business Services      | 1         | 94           | 29         |
| 9            | Distell Group                   | Food & Beverages       | 1         | 213          | 20         |
| 10           | DQ&A                            | Business Services      | 1         | 54           | 34         |
| <b>TOTAL</b> |                                 |                        | <b>35</b> | <b>3 550</b> | <b>926</b> |



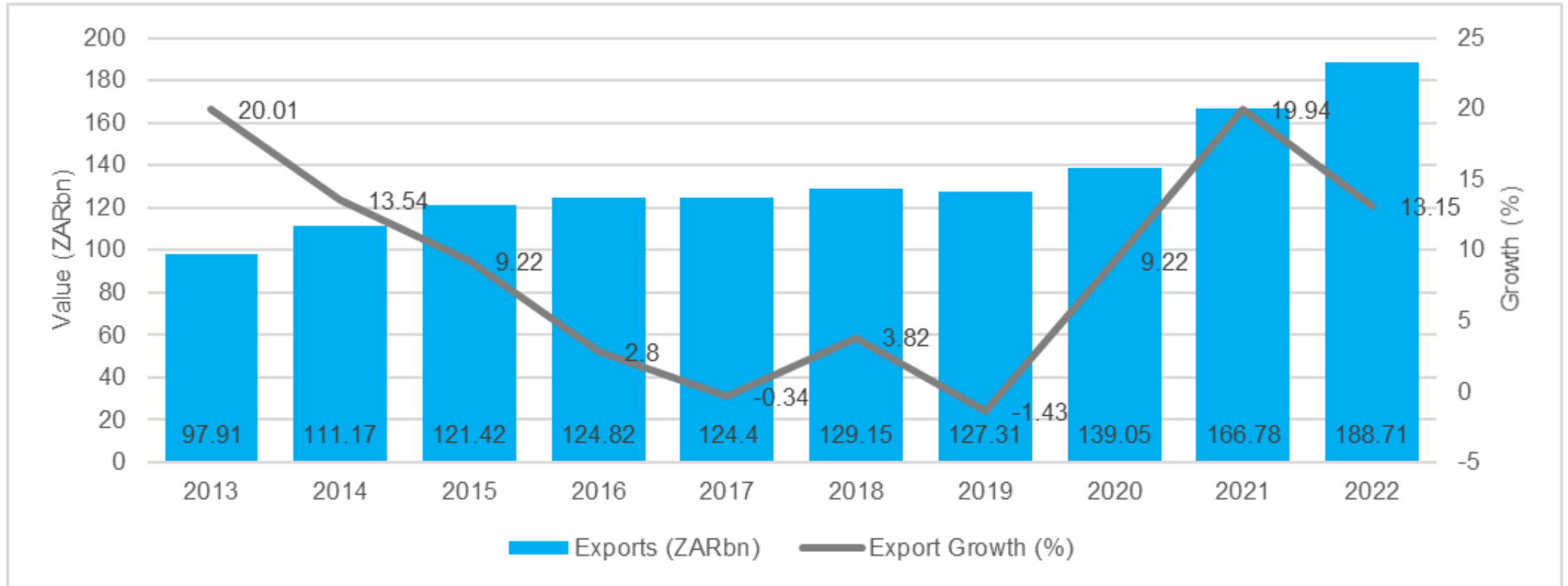
# Exports out of the Western Cape & OFDI into Africa

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# Western Cape exports – 2013-2022

Western Cape Exports: Value and growth rate (2013 - 2022)



Source: Quantec (2023)

# Top 10 export markets in 2022







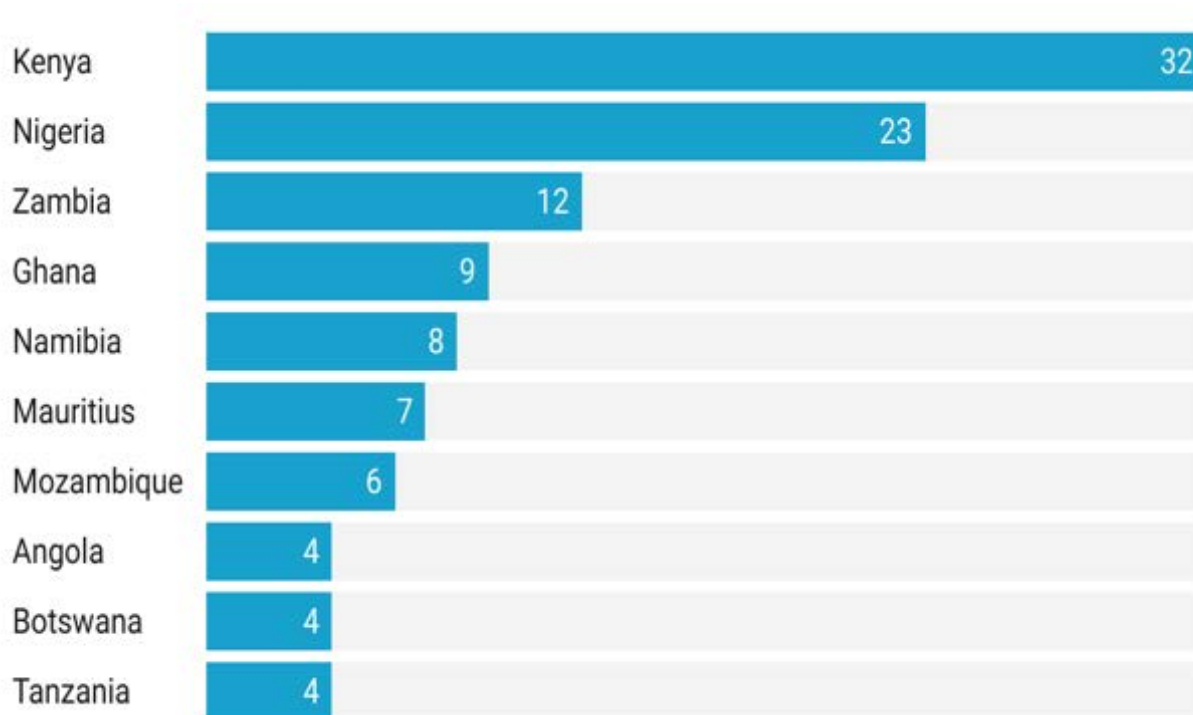
**MADE IN THE  
CAPE**

**Explore the diversity of quality goods and services  
from Cape Town and the Western Cape, South Africa**

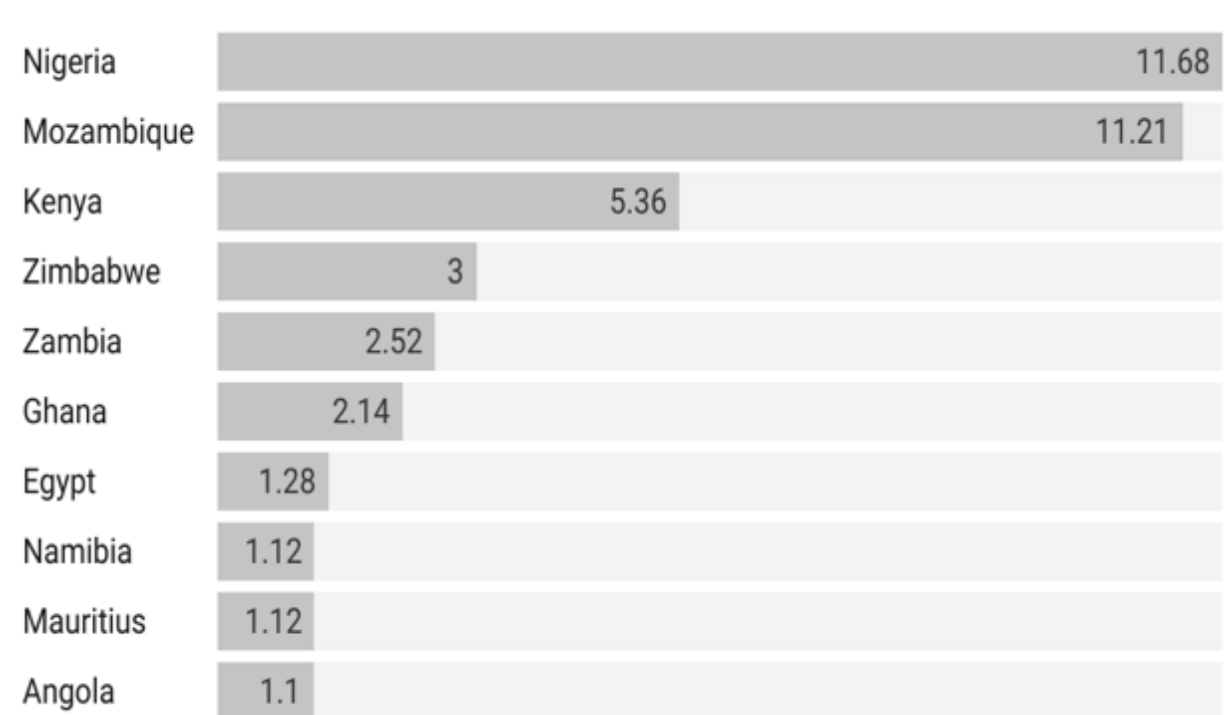
**[www.capetradeportal.com](http://www.capetradeportal.com)**

# Top destination markets for Western Cape's Africa OFDI (2013 – 2022)

## By number of projects



## By Capex (Rm)



Source: FDI Intelligence, 2023



# Tech & Green sectors set to play catalytic role

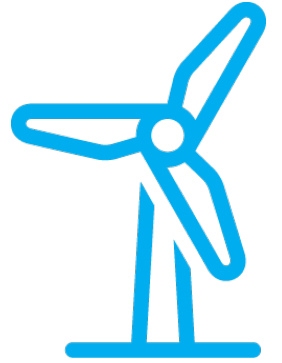
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# South Africa: Energy sector liberalisation creates opportunity

## **NATIONAL** policy shifts unlock market opportunities in **renewable energy** – including utility scale and small-scale embedded generation

- The **Renewable Energy Independent Power Producers Procurement Programme (REIPPPP)** has driven, and continues to drive investment in this sector (mainly solar and wind) (established in 2011);
- 2020 - Amendment to Electricity Regulations on New Generation Capacity – enables **municipalities** in good financial standing **to procure** or buy new generation capacity and develop their **own power generation projects**
- 2022 – **complete removal** of licensing threshold for **embedded generation** announced
- 2023
  - Feb 2023 - announcement of solar PV incentive - rebate of 25% of the cost of the panels, up to a maximum of R15,000
  - Feb 2023 – announcement that National Gov will design a mechanism for building new transmission infrastructure that will allow for private-sector participation in the development of the transmission network



# An action-oriented approach to Energy Security

## Cape Town

- is already protecting its residents from two levels of loadshedding
- is the first municipality in South Africa to offer ‘**cash for power**’ – initially to businesses and by end 2023 to residents
- Award of **200MW** of Independent Power Production tender to be announced in March 2023
- Next is a Dispatchable Energy tender, expected to yield at least **500MW** for Cape Town’s grid, from both renewable energy and technologies such as battery storage and gas to power

## Western Cape

- Energy unit has a dedicated Municipal Energy Resilience team to help municipalities procure electricity
- **Stellenbosch** is working towards procuring energy from Independent Power Producers
- **Saldanha** is building on its location to become a green hydrogen hub
- **George** has a wheeling framework and is running a pilot project through an energy trader to supply power



# Western Cape green economy support ecosystem



BETTER TOGETHER.



CITY OF CAPE TOWN  
ISIXEKO SASEKAPA  
STAD KAAPSTAD



INVEST CAPE TOWN  
COLLABORATE | ENABLE | PROMOTE



SALDANHABAY  
INDUSTRIAL DEVELOPMENT ZONE

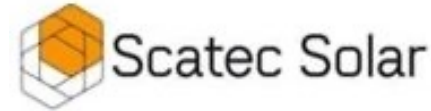


WISP  
Western Cape Industrial  
Symbiosis Programme

Delivered by GreenCape



# Western Cape green economy investors





Thank you

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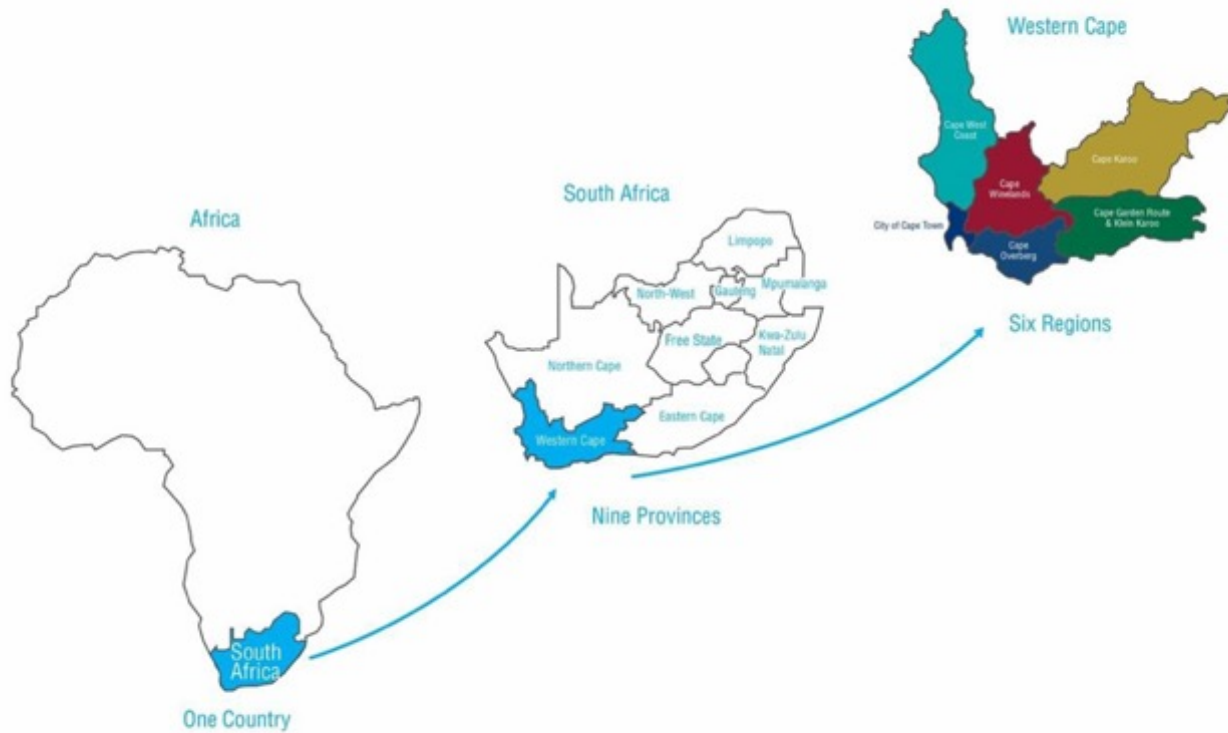




**Where Greentech Grows**

# LOCATION

The Atlantis SEZ, located near Cape Town – SA's green economy hub, provides greentech manufacturers the benefits of location, dedicated support team and organisations as well as scale and incentives



# ~200 COMPANIES HAVE ALREADY INVESTED IN ATLANTIS & THE ATLANTIS SEZ



**Gestamp  
Renewable  
Industries  
(GRI)**

Multi-national  
wind tower  
manufacturer



**Swartland  
Insulation**

South African  
Insulation  
manufacturer



**CS  
Renewables**

Wind Turbine  
Internals  
manufacturer  
stemming from  
Resolux



**Pioneer  
Foods**

Largest food  
manufacturer in  
Africa

**Hisense**

**HiSense**

Multinational  
white goods and  
electronics  
manufacturer



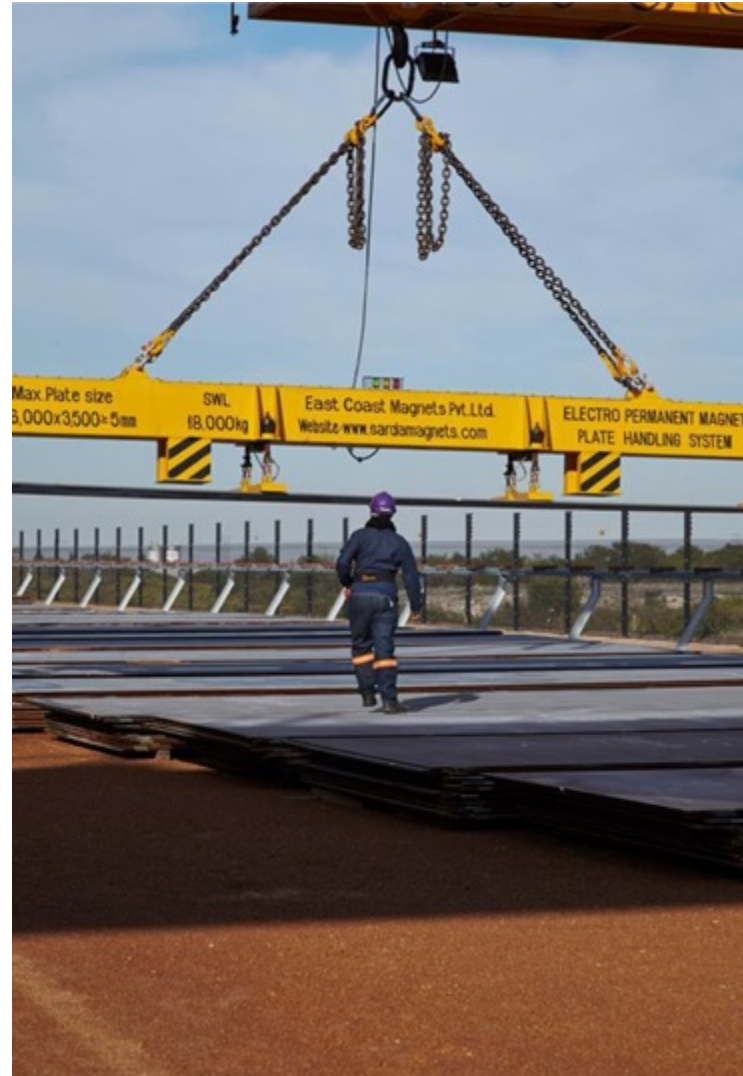
**Atlantis  
Foundries**

Local engine block  
castings supplier  
to international  
market

• **SEZ investors** | • **Legacy investors**

# THE ASEZ WELCOMES ALL GREEN ECONOMY RELATED GREENTECH MANUFACTURERS

- Renewable Energy
- Energy Efficiency and storage
- Electric Vehicles
- Alternative Water
- Alternative Waste
- Green Building materials
- Other (packaging, glass, secondary material)



# DEVELOPMENT READY



- Ongoing skills and enterprise development programme already running
- Fibre connectivity
- Living lab – provision of green energy, water stewardship and waste minimization
- Working with industrial symbiosis programme for added savings
- Dedicated SEZ team available to support the investor on their journey – finance, establishment and spillovers
- Long-term infrastructure and development plans to guide growth
- Favourable lease rates for newly built ‘bespoke’ top structures

- Energy provided through renewables and storage at a reduced tariff
- Land-only deals possible



- Industrially-zoned land
- Smart technologies implemented as part of infrastructure provision
- Rapid access to land and development approvals



# Companies are locating in the Atlantis SEZ for 6 reasons




- 1 There are strong and growing South African and African markets for greentech.
- 2 Atlantis is a great location boasting enabling infrastructure for cost-effective import and export of goods
- 3 This is a priority for all three spheres of South African Government.
- 4 Investors have access to extensive investment support.
- 5 Investors and tenants are accessing attractive incentives.
- 6 Clustering derived efficiencies through the **Living Lab** and Circular Economy approach.



# Atlantis Special Economic Zone Cadastral

**Legend**

 ASEZ\_Cadastral





# A UNIQUE SPECIAL ECONOMIC ZONE

- City of Cape Town is a minority shareholder in the Atlantis SEZ Company by virtue of their land contribution
- Very strong cooperation between the City of Cape Town and the Atlantis SEZ Company. A Planning Platform has been put in place with Mayoral Committee Members and other officials to address matters of regional planning, regional infrastructure funding, energy, water, etc.
- Eg: Working with the city on the opening of the 40 km freight railway line between the Atlantis SEZ and the Port of Cape Town – a key element in the international competitiveness of the Atlantis SEZ

# THE ATLANTIS SEZ IS A PRIORITY FOR WHOLE OF GOVERNMENT

Efficiency through collaboration



CITY OF CAPE TOWN  
ISIXEKO SASEKAPA  
STAD KAAPSTAD



Western Cape  
Government  
Economic Development  
and Tourism

BETTER TOGETHER.



the dtic

Department:  
Trade, Industry and Competition  
REPUBLIC OF SOUTH AFRICA

# ASEZ WORKING CLOSELY WITH CLUSTER ORGANISATIONS

## Establishment support is available to all investors

- Community Stakeholder Network
- Market intelligence
- Skills training
- Information
- Facilitated access to permits
- Licenses
- Planning and development approvals
- Incentives
- Industrial symbiosis

# ORGANISATIONS WE WORK WITH



INVEST CAPE TOWN  
COLLABORATE | ENABLE | PROMOTE

**investSA**  
ONE STOP SHOP



**WISP**

Western Cape Industrial  
Symbiosis Programme

Delivered by GreenCape



**GreenCape**

Supporting the business of green

**WESGRO**

cape town & western cape  
tourism, trade & investment

# SKILLED LABOUR FORCE

## GRADUATING FROM:

- University of Cape Town
- Stellenbosch University
- Cape Peninsula University of Technology
- University of Western Cape
- Nelson Mandela Bay University of Technology

## LEGACY SKILLS

- Heavy industry
- Boat building



# INCENTIVES AND COSTS

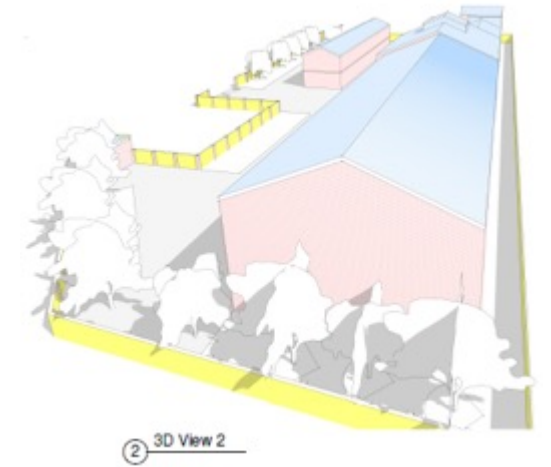
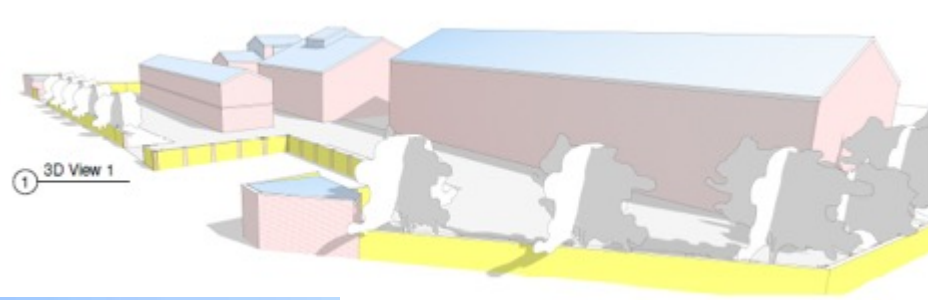
- Tax Relief and Allowances
- Employment Tax Incentives
- Fast tracked development approvals
- Fee exemptions
- Subsidies (lease, energy and water)
- Favourable lease rates and terms (Land/Buildings)
- Rapid turnaround time for certain approvals



# Available Listings

ERF NO: Ptn 53 Farm 1183

- Privately Owned
- ASEZCo Owned





**Thank you**

Jarrood Lyons

Executive: Business Development

[jarrod@atlantissez.co.za](mailto:jarrod@atlantissez.co.za)



## **Investing in the Western Cape for the Energy and Maritime**

**Divia Patel Smith**

**Institute of Export & International Trade - IOE&IT**

**2 May 2023**





# About the Institute of Export & International Trade

*'Empowering organisations and equipping individuals with the expertise to trade effectively, sustainably and competitively'*

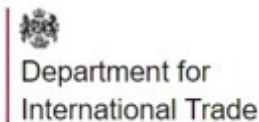
# IOE&IT in numbers

- ◆ Founded in **1935** as a **charity**
- ◆ **Purpose** is to enhance the UK's export performance and professionalise those involved in international trade through training and education
- ◆ **Leading membership body** for businesses or individuals that trade internationally
- ◆ **7000+ members** – business and individual
- ◆ Representing the **complete supply chain:** from manufacturing to logistics
- ◆ **Five offices:** Peterborough, London, Bangor (Northern Ireland), Nairobi (Kenya) and Brussels (Belgium)



## How IOE&IT membership breaks down (2022)

- Half in manufacturing
- A fifth in retail
- Remainder in services including freight forwarding and customs agents
- From sole traders to SMEs to large corporations and public bodies



## Our model

**We employ the UK's leading in-house team of trade and customs experts to deliver:**

- ◆ **Helping supply chain businesses** reduce risk and ensure compliance to give competitive advantage through:
  - ◆ Training and education
  - ◆ Consultancy
  - ◆ Live events including webinars
  - ◆ In-person networking
  - ◆ Trade policy advocacy
  
- ◆ Partnerships with **public and private sector** organisations



# Our work

## Project: UK-Kenya Trade Logistics Information Pipeline (TLIP)

### What it involves:

IOE&IT has partnered with TradeMark Africa to implement a 'digital trade corridor' between the UK and Kenya – the first such corridor established between the UK and a developing country

### Opportunities:

- Eliminate paperwork and introduce better visibility in supply chains flowing between UK and Kenya
- Potential savings for UK exporters estimated at £36m and for Kenyan exporters, up to £40m



### Solution:

- 'Digital Engine' ensuring traceability and tracking of goods
- 'Information Engine' one-stop-shop for market and regulatory information
- 'Policy of Governance Engine' supports development of supplementary frameworks

**30%**  
TLIP savings on  
time spent  
importing and  
exporting

# Training & Education

- ◆ Discounted access to our training and qualifications suite for you and your team
- ◆ Discounts on IOE&IT Consultancy services
- ◆ Use of the IOE&IT International Trade Technical Helpline
- ◆ Online 'Lunchtime Learning' courses on customs and trade procedures as well as policy updates
- ◆ Digital badges for you and your team certifying membership level
- ◆ Expert insight delivered to your desktop via daily bulletin and knowledge articles



## Qualifications:

*“The IOE&IT’s rigorous grading and accreditation procedures are truly world class.”*

**Executive Director, International Trade Centre, Africa**

*“We put our Export Finance Advisers through the IOE&IT's formal qualifications. Our people understand the constraints and concerns companies have and with IOE&IT help are able to assist in overcoming them.”*

**Chief Executive, UK Export Finance**

*“I strongly recommend IOE&IT educational programmes for international business professionals and am proud to be an IOE&IT alumni graduate.”*

**Saudi Trade Advisor, Saudi Arabia**



# Direct Support: Consultancy

- ◆ IOE&IT has a large team of consultants and specialists, directly employed
- ◆ International trade surgeries
  - ◆ 2hr telephone meeting bespoke to your business.
- ◆ Tailored in-depth consultancy on business areas of your choice
  - ◆ Full customs compliance review
  - ◆ On-Site Consultancy
  - ◆ Customs Special Procedures e.g. AEO, customs warehousing





## Who we work with

We educate and train students directly, as well as partnering with external organisations on the provision of customs and trade knowledge and expertise





# Thank you

**For more information:**

Divia Patel Smith [Divia.PatelSmith@export.org.uk](mailto:Divia.PatelSmith@export.org.uk)

[www.export.org.uk](http://www.export.org.uk)