Doing Business in South Africa and Tanzania

Webinar

Zoë Munro
February 6, 2018
Great Lakes St. Lawrence Governors & Premiers

- Formed in 2015, building on 30 years of collaboration through the Council of Great Lakes Governors

- Chief executives of:
  - Illinois
  - Indiana
  - Michigan
  - Minnesota
  - New York
  - Ohio
  - Ontario
  - Pennsylvania
  - Québec
  - Wisconsin

- Growing the region’s $6 trillion economy and protecting the world’s greatest freshwater system

- Chair: Michigan Governor Rick Snyder
- Vice Chair: Wisconsin Governor Scott Walker
Great Lakes St. Lawrence Governors & Premiers
Award-Winning Project Portfolio

Economy

- Promoting SME Exports
- Growing Strong Clusters
  - Maritime Transportation
  - Tourism
- Attracting Foreign Investment

Environment

- Managing Sustainable Water Use
- Restoring and Protecting the Great Lakes St. Lawrence
GSGP TRADE OFFICES
Provide export assistance in over 91 countries
www.gsgp.org
GSGP Trade Missions have assisted over 400 Great Lakes companies to export their products and services to 23 international markets.

400+

Great Lakes Companies Assisted

Abu Dhabi, Argentina, Australia, Brazil, Chile, Czech Republic, Colombia, Dubai, Germany, India, Indonesia, Mexico, New Zealand, Peru, Poland, Romania, South Africa, Qatar, Québec, Thailand, Turkey, Vietnam, UAE and the United Kingdom.
GSGP sub-Saharan Africa Coverage

Management Office Pretoria, South Africa

Other Zurcom staff and contractors:
Durban, South Africa,
Maputo, Mozambique,
Port Louis, Mauritius,
Nairobi, Kenya,
Dar es Salaam, Tanzania,
Lusaka, Zambia
Harare, Zimbabwe
Accra, Ghana,
Addis Abba, Ethiopia (Q1 2018),
Dakar, Senegal*
Abuja, Nigeria*
*through partnering companies.

Serving Great Lakes companies since 1999.
Sub-Saharan Africa – Something to Shout About
Sub-Saharan Africa Demographics

Today: One Billion People

Source: World Bank
The current growth rate is 2.3%. The UN predicts for the region a population between 1.5 and 2 billion by 2050 with a population density of 80 per km² compared to 170 for Western Europe, 140 for Asia and 30 for the Americas.

Source: United Nations
Sub-Saharan Africa Wealth – Per Capita Growth

Source: IMF
Growth in Sub-Saharan Africa is projected to recover moderately in 2018 to +/- 3.5%.

Growth will continue to strengthen in 2018, helped by improvements in commodity prices and domestic conditions.

Angola, Nigeria and South Africa rebound from a sharp slowdown in 2016. (World Bank)

Zambia, Zimbabwe, South Africa and others already showing signs of vast improvements in late 2017 and early 2018.

Source: IMF
Sub-Saharan Africa Key Business Takeaways

1. Fast Growing Economies / Long term Positive Outlook
2. Youthful Populations
3. Growing Middle Classes
4. Rapid Urbanization / Industrialization

Selected Export Sectors:
- Aviation
- Chemicals
- Energy / Energy Sources
- Healthcare Devices/Consumables
- Mining Equipment
- Transport / Infrastructure
- Agricultural Technology
- Cosmetics/Beauty
- Hospitality Sector
- Information Technology
- Machinery / Processing
- Water/Sanitation
Don’t be just one of the herd.....

Join us on our African trade mission!
SOUTH AFRICA

Population: 54.3 million
GDP (PPP): $736.3 billion (2016 est.)
GDP (FX): $280 billion (2016 est.)
Per Capita GDP (PPP): $13,200 (2016 est.)
Economic Growth: 2% (2018 est. real growth)
Geographic Size: 1,219,090 sq km
Currency: South African rand $1 = 12.10 (Jan 2018)
Industries: agriculture: 2.2%; industry: 29.2% services: 68.7% (2016 est.)
Imports: $85.03 billion (2016 est.)
Capitals: Pretoria, Cape Town, Bloemfontein
Languages: IsiZulu (official) 22.7%, IsiXhosa (official) 16%, Afrikaans (official) 13.5%, English (official) 10% other.
BEST EXPORT PROSPECTS (BUT NOT LIMITED TO)

- Agricultural Equipment
- Aviation aftermarket
- Chemicals
- Construction / Mining Equipment
- Healthcare Devices / Consumables
- Infrastructure: Road, Port, Water, Power
- Industrial Supplies (non food)
- Transport Equipment
TANZANIA (EAST AFRICA)

Population: 52.4 million
GDP (PPP): $138.5 billion (2015 est.)
GDP (FX): $44.9 billion (2015 est.)
Per Capita GDP (PPP): $2,900 (2015 est.)
Economic Growth:
Geographic Size: 947,300 sq km
Currency: Tanzanian shilling (TZS) $1 = 2,181 (Oct 2016)
Industries: agriculture: 25.6%, industry: 26.5%
services: 47.4% (2015 est.)
Imports: $9.843 billion (2015 est.)
Capital: Dar es Salaam
Languages: Swahili (official), English (official, primary language
of commerce, administration, and higher education), Arabic
(widely spoken in Zanzibar), many local languages.
Best Export Prospects (but not limited to)
Agricultural Technology including Livestock,
Energy generation / Renewable energy
Infrastructure Build Support
Mining equipment,
 Manufacturing machinery
Tourism and Tour operation systems support
Trade Mission Itinerary
# Trade Mission Itinerary

<table>
<thead>
<tr>
<th>Day</th>
<th>Location</th>
<th>Activity</th>
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<tbody>
<tr>
<td><strong>Friday June 1</strong></td>
<td>Arrive in South Africa</td>
<td>Travel to Pilanesburg / Sun City</td>
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<tr>
<td><strong>Saturday June 2</strong></td>
<td>Optional Safari – Pilanesburg / Sun City</td>
<td>Optional Safari</td>
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</tbody>
</table>
| **Sunday June 3**  | Optional Safari – Pilanesburg / Sun City      | Optional Safari
Arrive at Hotel, Johannesburg |
| **Monday June 4**  | Johannesburg, Pretoria, South Africa          | Orientation
Business Meetings
Welcome Dinner (GSGP) |
| **Tuesday June 5** | Johannesburg/Pretoria, South Africa           | Business Meetings
Informal Dinner (own cost) |
| **Wednesday June 6** | Johannesburg/Pretoria, South Africa           | Business Meetings |
| Flight to other city destination |
| **Thursday June 7**  | Dar es Salaam, Tanzania
(or alternative country based on requirements) | Business Meetings |
| **Friday June 8**  | Dar es Salaam, Tanzania
(or alternative country based on requirements) | Business Meetings |
| **Saturday**       | Depart for USA                                 |                                               |
ANGOLA

Best Export Prospects (but not limited to)
Agricultural technology
Aviation aftermarket
Food / processed food
Oil and gas equipment and technology
Construction and manufacturing machinery/ equipment
Infrastructure support / projects
Information systems technology
Medical / healthcare / life sciences

Population: 25.8 million
GDP: $184.4 billion (2015 est.)
GDP (FX): $103 billion (2015 est.)
Per Capita GDP (PPP): $7,300 (2015 est.)
Economic Growth: 3% (2015 est. real growth)
Geographic Size: 1,246,700 sq km
Currency: Angolan Kwanza (AOA) $1 = 165.75 (Oct 2016)
Industries: agriculture: 10.2%, industry/petroleum: 61.4%
services: 28.4% (2011 est.)
Imports Total: $21.15 billion (2015 est.)
Capital: Luanda
Languages: Portuguese 71.2% (official), Umbundu 23%,
Kikongo 8.2%, Kimbundu 7.8%, Chokwe 6.5%, Nhaneca 3.4%
BOTSWANA

Best Export Prospects (but not limited to)
- Energy – Renewable and for Isolated Regions
- Information Technology
- Mining equipment
- Medical / healthcare / life sciences
- Transport equipment
- Tourism management and support

Population: 2.3 million
GDP (PPP): $34.84 billion (2015 est.)
GDP (FX): $12.86 billion (2015 est.)
Per Capita GDP (PPP): $16,400 (2015 est.)
Economic Growth: 3.2% (2014 est. real growth)
Geographic Size: 581,730 sq km
Currency: Botswana Pula (BWP) $1 = 10.97 (Oct 2016)
Industries: agriculture: 1.9%, industry: 30.2%
                   services: 67.9% (2015 est.)
Imports Total: $7.09 billion (2015 est.)
Capital: Gaborone
Languages: English (official) 2.8%, Setswana 77.3%, Sekalanga 7.4%, Shekgalagadi 3.4%,
MALAWI

Best Export Prospects (but not limited to)
Agricultural technology
Consumer Goods
Healthcare / Life sciences
Transportation equipment; Semi-manufactured goods

Population: 18.6 million
GDP (PPP): $20.36 billion (2015 est.)
GDP (FX): $6.416 billion (2015 est.)
Per Capita GDP (PPP): $1,100 (2015 est.)
Economic Growth: 3% (2015 est. real growth)
Geographic Size: 118,484 sq km
Currency: Malawian Kwacha (MWK) $1 = 720 (Oct 2106)
Industries: agriculture: 32.7%, industry: 17.2%
services: 50.1% (2015 est.)
Imports: $2.607 billion (2015 est.)
Capital: Llongwe
Languages: English (official), Chichewa (common), Chinyanja, Chiyao, Chitumbuka, Chilomwe
MOZAMBIQUE

Best Export Prospects (but not limited to)
- Agricultural technology
- Maritime technology
- Mining equipment
- Construction / infrastructure projects
- Energy generation – hydroelectric
- Tourism

Population: 25.9 million
GDP (PPP): $33.19 billion (2015 est.)
GDP (FX): $14.97 billion (2015 est.)
Per Capita GDP (PPP): $1,200 (2015 est.)
Economic Growth: 6.3% (2015 est. real growth)
Geographic Size: 799,380 sq km
Currency: Mozambiquan Metical MZN $1 = 78.3 (Oct 2016)
Industries: agriculture: 25.5%, industry: 20.1%
 services: 54.4% (2015 est.)
Imports: $7.577 billion (2015 est.)
Capital: Maputo
Languages: Portuguese (official) 10.7%, Emakhuwa 25.3%,
Xichangana 10.3%, Cisena 7.5%, Elomwe 7%
NAMIBIA

Best Export Prospects (but not limited to)
- Tourism – management and systems support
- Agricultural technology
- Energy – hydroelectricity, wind energy, solar
- Machinery
- Mining and heavy equipment

Population: GDP (PPP): 2.5 million
GDP (FX): $25.34 billion (2015 est.)
Per Capita GDP (PPP): $12.83 billion (2015 est.)
Economic Growth: 4.5% (2015 est. real growth)
Geographic Size: 824,292 sq km
Currency: Namibian dollar (NAD) $1 = N$13.94 (Oct 2016)
Industries: agriculture: 5.9%, industry: 29%
Imports: $6.914 billion (2015 est.)
Capital: Windhoek
Languages: English (official) 3.4%, Oshiwambo languages 48.9%, Nama/Damara 11.3%, Afrikaans 10.4% (common language of most of the population and about 60% of the white population), Otjiherero languages 8.6%, Kavango languages 8.5%, Caprivi languages 4.8%,
ZAMBIA

Best Export Prospects (but not limited to)
- Agricultural technology / food processing
- Mining and heavy equipment,
- Construction / infrastructure projects
- Energy generation – hydroelectric
- Water and Sanitation
- Tourism systems and support
- Telecommunications

Population: 15.5 million
GDP (PPP): $62.71 billion (2015 est.)
GDP (FX): $21.89 billion (2015 est.)
Per Capita GDP (PPP): $3,900 (2015 est.)
Economic Growth: 3.6% (2015 est. real growth)
Geographic Size: 752,618 sq km
Currency: Zambian Kwacha (ZMW) 1 = 9.90
Industries: agriculture: 8.9%, industry: 30%
            services: 61.1% (2015 est.)
Imports: $7.711 billion (2015 est.)
Capital: Lusaka
Languages: English (official) 1.7%, Bembe 33.4%, Nyanja 14.7%,
            Tonga 11.4%, Lozi 5.5%, others.
MAURITIUS (INDIAN OCEAN)

Best Export Prospects (but not limited to)
Chemicals for further beneficiation
Consumer/Commercial items in tourism trade
Energy generation – wind, tide, bio-alternatives
Financial Information Technology
Information Technology/Telecommunication
Manufacturing equipment/machinery
Port/logistics engineering and equipment
Maritime technology

Population: 1.4 million
GDP (PPP): $24.57 billion (2015 est.)
GDP (FX): $11.61 billion (2015 est.)
Per Capita GDP (PPP): $19,500 (2015 est.)
Economic Growth: 3.4% (2015 est. real growth)
Geographic Size: 2,040 sq km
Currency: Mauritian Rupee (MUR) $1 = Rs 35.7 (Oct 2106)
Industries: agriculture: 4%, industry: 22.3%
services: 73.7% (2015 est.)
Imports: $4.526 billion (2015 est.)
Capital: Port Louis
Languages: English (official), Creole 86.5%, Bhojpuri 5.3%,
French 4.1%,
KENYA (EAST AFRICA)

Population: 46.7 million
GDP (PPP): $141.6 billion (2015 est.)
GDP (FX): $61.41 billion (2015 est.)
Per Capita GDP (PPP): $3,200 (2015 est.)
Economic Growth: 5.4% (2015 est. real growth)
Geographic Size: 580,367 sq km
Currency: Kenyan Shilling (KES) $1 = 101 (Oct 2016)
Industries: agriculture: 32.9%, industry: 17.8% services: 49.2% (2015 est.)
Imports: $15.56 billion (2015 est.)
Capital: Nairobi
Languages: English (official), Kiswahili (official), numerous indigenous languages

Best Export Prospects (but not limited to)
Agricultural Technology and Chemical Fertilizers
Aviation aftermarket
Construction Equipment
Information Technology
Industrial Supplies (non food)
Medical / Healthcare Technology
Transport Equipment
ETHIOPIA (EAST AFRICA)

Population: 102.4 million
GDP (PPP): $174.7 billion (2016 est.)
GDP (FX): $69.2 billion (2015 4st.)
Per Capita GDP (PPP): $1,900 (2015 est.)
Economic Growth: 6.5% (2016 est. real growth)
Geographic Size: 1,104,300 sq km
Currency: Ethiopian Birr $1 = 22.71 (Jan 2017)
Industries: agriculture: 36.2%; industry: 17%; services: 46.8%
Imports: $14.7 billion
Exports: $2.9 billion (2016 est)
Capital: Addis Ababa
Languages: Oromo (official working language in the State of Oromiya) 33.8%, Amharic (official national language) 29.3%, Somali (official working language of the State of Sumale) 6.2%. English taught widely in schools.

Best Export Prospects (but not limited to)
Agricultural Technology and Chemical Fertilizers
Aviation aftermarket
Construction Equipment
Information Technology
Industrial Supplies (non food)
Medical / Healthcare Technology
Transport Equipment
Best Export Prospects (but not limited to)
Agricultural Equipment
Aviation aftermarket
Construction / Mining Equipment
Industrial Supplies (non food)
Transport Equipment
Medicinal and Pharmaceutical Products / Healthcare Devices

Population: 26.9 million
GDP (PPP): $114.7 billion (2015 est.)
GDP (FX): $36.04 billion (2015 est.)
Per Capita GDP (PPP): $4,300 (2015 est.)
Economic Growth: 3.5% (2015 est. real growth)
Geographic Size: 238,533 sq km
Currency: Ghanian cedi (GHS) $1 = 4.02 (Oct 2016)
Industries: agriculture: 20.7%, industry: 27.7%
services: 51.6% (2015 est.)
Imports: $13.47 billion (2015 est.)
Capital: Accra
Languages: English (official), Asante 16%, Ewe 14%, Fante 11.6%, Boron (Brong) 4.9%, Dagomba 4.4%, others.
Your Bridge to Africa and the World

Great Lakes St. Lawrence Governors & Premiers
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Lobelia Office Park
Moreleta Park 0044
South Africa

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Menlyn 0063
South Africa

Tel: +27-12-993-0159
Email: cglg@cglgsa.org
Websites: www.cglgsa.org / www.zurcom.net
www.ibgglobal.com

Thanks!
South Africa & Tanzania Trade Mission 2018

June 1 - 9, 2018

- Multi-sector trade mission to Johannesburg and Dar-es-Salaam, Tanzania
- Customized one-on-one business appointments with interested distributors, agents and other prospective business partners set up by the GSGP Southern Africa Trade Office

Mission registration deadline: March 15, 2018

- Mission Participation Fee US$1,350 per person (each additional participant $400)
- Customized B2B Meeting Schedule $3,700
- Grant funding is available in many States to offset travel costs and mission fees.
Mission Itinerary

DAY 1 - Friday, June 1
• Arrive in South Africa- Travel to Pilanesburg / Sun City

DAY 2 - Saturday, June 2
• Optional Safari - Pilanesburg / Sun City
• Arrive at Hotel, Johannesburg

DAY 3 - Sunday, June 3
• Optional Safari - Pilanesburg / Sun City

DAY 4 - Monday, June 4
• Orientation, Johannesburg, South Africa
• Business Meetings Johannesburg/Pretoria, South Africa
• Welcome Dinner

DAY 5 - Tuesday, June 5
• Business Meetings Johannesburg/Pretoria, South Africa
Mission Itinerary

DAY 6 - Wednesday, June 6
- Business Meetings, Johannesburg/Pretoria, South Africa
- Flight to other city destination

DAY 7 - Thursday, June 7
- Business Meetings, Dar es Salaam, Tanzania (or alternative country based on requirements)

DAY 8 - Friday, June 8
- Business Meetings, Dar es Salaam, Tanzania (or alternative country based on requirements)

DAY 8 - Saturday, June 9
- Depart for U.S.A.
South Africa & Tanzania Trade Mission 2018

- In-country market business briefings and networking events
- In-country staff support of GSGP
- Group assistance with logistics
Trade Mission Website


South Africa and Tanzania Trade Mission 2018

The Conference is leading a multi-sector trade mission to South Africa and Tanzania from June 1-9, 2018. The goal of this mission is to assist small to medium-sized companies from the Great Lakes - St. Lawrence region to export products and services to this important market. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the Conference’s South Africa Trade Office. A printable flyer is available HERE.

To register for the mission please fill out the following:

a) Company profile form
Zoë Munro

Program Manager

P  312.407.0177
E  zmunro@gsgp.org

GSGP.org