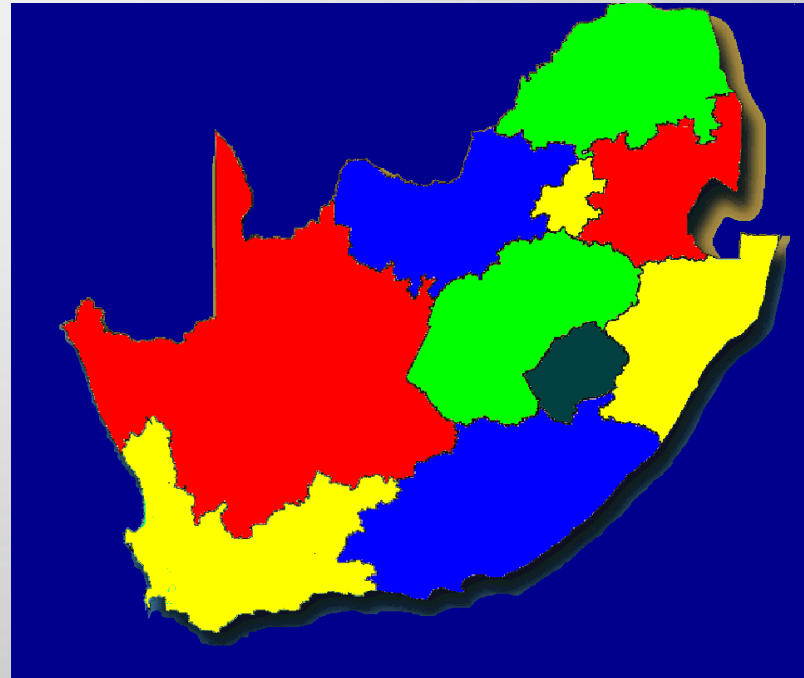




DISCOVERING SOUTH AFRICA



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



- **A Market of 55 million people**
- **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**

South Africa – Green Technologies



Kensani Capital was established in 1997 to support and create financially independent entrepreneurs from the prospects emanating from economic empowerment. Over the past 18 years Kensani Capital has become a leading long term empowerment player in a range of areas including PPP's, project finance advisory and capital raising, operations and maintenance of correctional facilities and renewable energy plants and construction.

Kathu Solar Park is a 100 MW greenfield Concentrated Solar Power (CSP) project with parabolic trough technology and equipped with a molten salt storage system that allows 4.5 hours of thermal energy storage. It is situated in the Northern Cape Province, 600 km south-west of the capital Pretoria.

The consortium, which is led by GDF SUEZ (approximately 49%) includes a group of South African investors comprising SIOC Community Development Trust, Investec Bank, Lereko Metier and Public Investment Corporation.

Kathu Solar Park was awarded preferred bidder in the third round of the Renewable Energy Independent Power Producer Procurement (REIPPP) led by the DOE. The preferred bidders entered into a 20-year Power Purchase Agreement (PPA) with Eskom, first producer and supplier of electricity in South Africa.

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' SolarReserve 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. It is scheduled to commence operations in early 2018.

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 is reviewing the current Request for Proposals (RFP). The Department will be releasing a new Request for Proposals (RFP) which is expected to be released in 2016. The new RFP will govern and outline the process going forward for the Small Projects IPP Procurement Programme.





**AFRICA
ENERGY
INDABA**

SOLUTIONS FOR AFRICA
CONFERENCE AND EXHIBITION

RENEWABLE SOLUTIONS TODAY - POWERING TOMORROW

21 - 22 FEBRUARY 2017 | SANDTON CONVENTION CENTRE | SANDTON | 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.

the Big Five construction companies.

Company	Share price (cents)	Price to book	Market cap Rbn	Price change on a year %	DY %	PE
Aveng	3287	1,0	15,3	4,3	3,9	12,4
M&R	3000	2,4	9,9	22,3	-	-
WBHO	12670	2,3	8,4	13,0	2,6	10,0
Group Five	2940	1,2	3,6	7,7	1,5	10,2
Stefstock	1160	1,0	2,2	7,9	3,3	6,9

South Africa – Port and Maritime Infrastructure

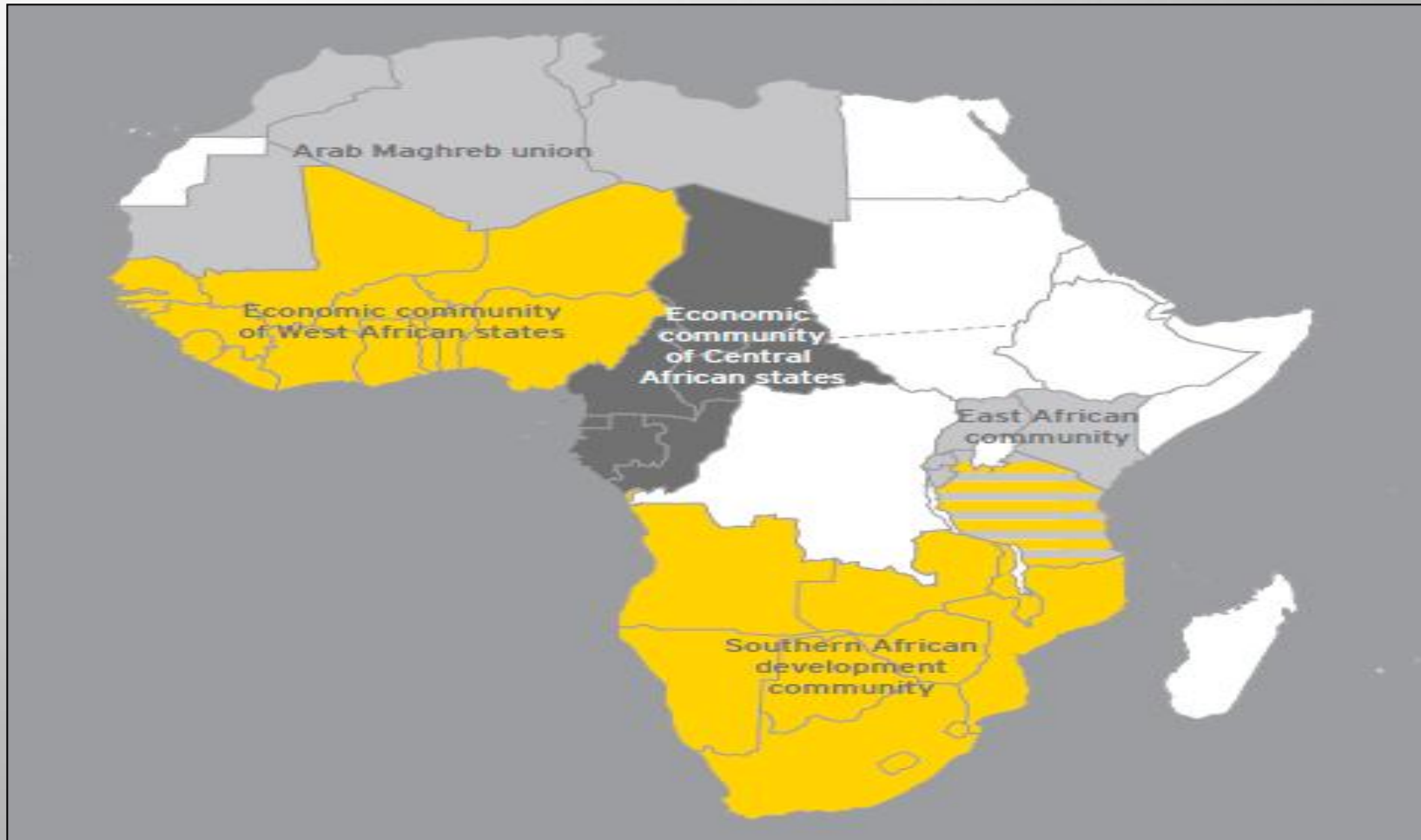
The South African Government views the country's ports and terminals as key engines for economic growth. South Africa is situated on one of the busiest international sea routes, critical to international maritime transportation, and its geographical location presents a huge opportunity for investing in a diversifies maritime market

Opportunities

The first area of focus for Operation Phakisa, relates to maritime development of the 'Blue Economy'. There are four priority sectors for the Blue Economy: marine transport and manufacturing activities (coastal shipping, trans-shipment, boat building); offshore oil and gas exploration; aquaculture and marine protection services; and ocean governance.








Trade Agreements in Africa

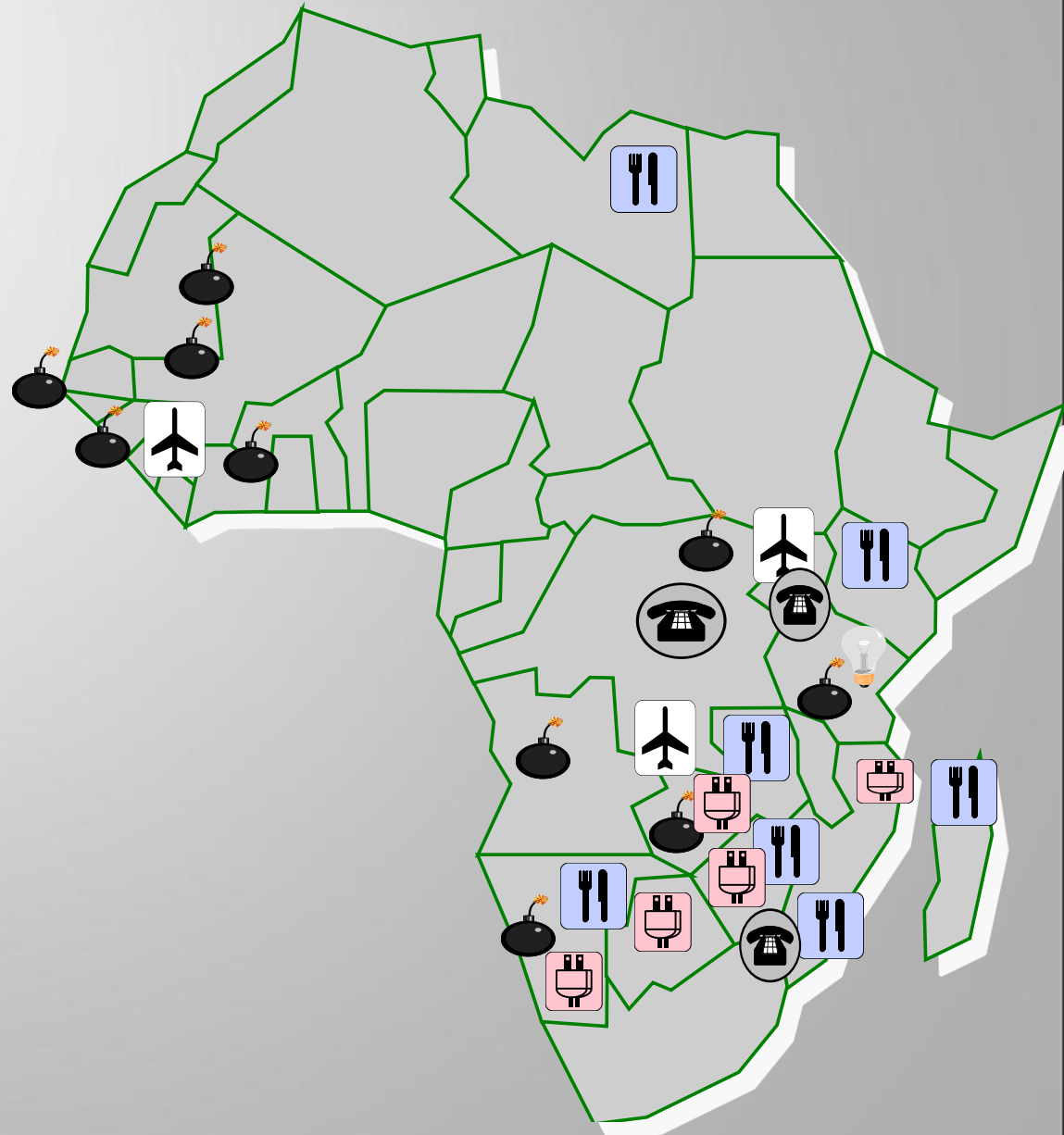


South Africa: Role in Africa

Moving In

Major investment projects in other African nations by South African businesses since the end of apartheid

-  Energy & Oil
-  Aviation
-  Telecommunications
-  Manufacturing
-  Hotels & Retail
-  Mining





South Africa - Cameroon

- **\$2.2bn for a 500MW solar photovoltaic park in Cameroon**
- **Local company GSC Energy and Austria's Sun Value and South African firms, Tricom Structures and Conco**
- **3,000-4,000 direct and indirect jobs in SA and Cameroon.**
- **materials from China and SA (20%-30% of the content).**
- **Renewable energy attracts more developmental financing than coal-fired energy projects as Coal-fired power contributes to global warming.**

South Africa –emerging market perspective

Of 14 emerging markets; Australia, Canada, **Russia**, Mexico, **China**, Poland, Spain, **India**, Korea, **Brazil**, **South Africa**, Colombia, Chile & Argentina

South Africa is:

2nd most sophisticated financial market

2nd lowest effective business tax rate

4th ranked for ease of accessing capital

4th ranked i.r.o. the cost of capital

6th ranked for infrastructure

7th for FDI as a % of GDP

Brazil, Russia, India, China, South Africa (BRICS)

South Africa's FDI Composition

Rank	Sector	Proportion %
1	Coal, Oil and Natural Gas	25.13%
2	Metals	20.75%
3	Automotive OEM	8.15%
4	Alternative/Renewable energy	7.53%
5	Communications	7.32%
6	Hotels & Tourism	5.49%
7	Real Estate	3.00%
8	Chemicals	2.89%
9	Building & Construction Materials	2.78%
10	Transportation	1.89%



Investment Opportunities

Sector	Sub-sector
Agro-processing	Fisheries and Aquaculture, Floriculture, Fruit and Vegetable Processing Plants, Juices, Meat Processing, Wine Production, Confectionery, Indigenous teas and Natural Fibres.
Automotives	Interiors, Engine Parts/Components, Electronic, Drive Train Components, Body Parts, Aluminum Components and Diesel particulate filters.
Chemicals and Allied Industries	<ul style="list-style-type: none"> ▣Titanium Beneficiation Initiative, Fluoro chemicals Expansion Initiative, Polypropylene Conversion. ▣Restructuring of State Owned Chemical Enterprises.
Business Process Outsourcing & IT Enabled Services	<ul style="list-style-type: none"> ▪Call Centres, Back Office Processing and Shared Corporate Services. ▪Enterprise solutions viz. fleet management, knowledge management, asset management solutions.
Electro Technical	Manufacturing of: automotive electronics, microchips and telecommunication equipment.
Tourism	Hotels and self-catering holiday resorts, Adventure-, Eco-, Sport- Conference- and cultural tourism, gaming, infrastructure development, leisure complexes and world class golf courses, harbour & waterfront developments, transfrontier conservation areas, cruise liners & transportation.

Incentives

Incentive	Benefit	Main Conditions
The Enterprise Investment Program (EIP)	<p>The EIP (manufacturing) is a cash grant for locally based manufacturers who wish to establish a new production facility, expand an existing facility or upgrade an existing facility in the clothing and textiles sectors</p>	<p>the EIP will be used to stimulate investment within manufacturing and tourism.</p>
Foreign Investment Grant	<p>To compensate qualifying foreign investors for the cost of moving qualifying new machinery and equipment from abroad to SA.</p>	<p>Foreign investors only</p>
Industrial Development Zone	<p>Exemption from VAT when sourcing goods and services from South African customs territory and duty-free imports of raw materials and inputs for export</p>	<p>Prospective SDZ operator companies must apply for permits to develop and operate an SDZ</p>



Incentives

Incentive	Benefit	Main Conditions
<p>Section 12i Tax Allowance</p>	<p>Tax deductions of up to R 900m depending on status viz. preferred or qualifying projects.</p> <p>Training allowance/ deduction of up to R30m or R36 000 per employee.</p>	<p>Capital investment > R 200m</p>
<p>Critical Infrastructure Fund</p>	<p>Infrastructure projects intended to service SDZ, shall qualify for a grant of 30% of the qualifying infrastructure development cost</p>	<p>The minimum qualifying infrastructure development cost is R15m</p>



Greek Presence in South Africa

NBG

INTRALOT,

PHILIPPOU GROUP

FRIGOGLASS

GERMANOS

METALUMIN,

**GEROVASSILIOU, TSAKSARLIS, SOLDATOS -
ESCAPADES WINES**

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

